

Industry Left With Question Marks

Speculation on About FCC, FTC Policy Shifts

By MILDRED HALL

WASHINGTON — The nation's capital slowly went back to business last week after the tragic shock of the death of President John F. Kennedy. Speculation inevitably began as to what changes would be made in personnel and in policy, in government agencies and departments. Of particular interest to the record and broadcast industries are possible changes in the FCC, broadcast regulatory arm, and the Federal Trade Commission, which watches over advertising and business practices.

In general, it is fairly widespread belief here that President Lyndon B. Johnson will not encourage as much stiff regulatory action as the former leader of the New Frontier. Johnson's personal philosophy is known to favor letting industry regulate itself to the furthest extent possible, rather than having government jump in at the first sign of trouble.

No Change at FTC

At the FTC, no change or delay in the setting up of guidelines for the record industry is expected. Chairman Stanley Yarley, who heads the Commission's Bureau of Industry Guidance. The status quo remains as it was before last week's tragic event. Informal talks will continue with industry to map out a set of guidelines that will have all the industry's support. The guidelines will be sent to Congress for discussion by industry representatives by the beginning of next year.

(This is assuming, of course, that there are no top-to-bottom changes in the Federal Trade Commission. Chairmen of regulatory agencies are presidential appointees and subject to change when there are changes in administration.)

(Continued on page 6)

DECEMBER 7, 1963 • SIXTY-NINTH YEAR • 50 CENTS

The International Music-Record Newsweekly

Radio-TV Programming • Phonograph Merchandising • Coin Machine Operating

Don Bohanan to New Post in Big Realignment at Liberty

HOLLYWOOD—Liberty Records, in a major executive realignment move, last week elevated national sales manager Don Bohanan to the newly created post of marketing director. The move places under Bohanan's supervision such key departments as sales, promotion, merchandising, production, publicity and advertising. Heretofore, these had operated independently.

Phil Skaff, Liberty's executive vice-president, stressed the importance of the organizational change as a means of throwing greater sales and promotional strength behind Liberty's product as a result of a co-ordinated effort of the departments.

Bohanan is a veteran of more than a decade in the record industry, bringing to his new post a rich background in the various fields now coming under his direction.

Service Points

He joined Liberty more than five years ago as field representative in Detroit, and soon thereafter (1959) was moved to the label's Hollywood headquarters as the firm's national sales manager. During the period that he had been at the label's sales helm, the firm had shown continuing yearly increases in its sales volume.

Bohanan entered the record business in his native Cincinnati as a salesman for King Records. He later became a branch manager for the firm in Cleveland. He moved to Detroit in 1956 to join Coral Records, becoming branch manager for Coral in the Motor City. Later, he was pro-

moted to Midwestern divisional sales manager, basing his operations in Detroit. Bohanan resigned his Coral post to join Liberty.

First Move

Bohanan's first move after his appointment as Liberty's marketing director was in promoting two of his sales department executives to key posts in his new marketing team. These were Lee Mendell, who was elevated to manager of LP sales from his former post as West

Coast divisional sales manager, and Bob Fead, who was placed in charge of singles records. Fead previously served as Southern division manager, and more recently as head of one-stop sales.

Under Bohanan's new organization, he will direct the functions of Ken Night's production department, national promotion chief Ted Feign and his staff, advertising - merchandising director Bill Neiman, and national publicity director Norman Winter's staff.

EDITORIAL

To Our New Leader

IN THE nation's period of trial following the death of President John F. Kennedy, the sorrow of the populace has been tempered by the fact that a strong hand has grasped the reins of leadership. President Lyndon B. Johnson has silenced all speculation. He will carry on in the progressive tradition of his predecessor and will very likely go on to become a great President in his own image as well.

Speaking for the music-record business, and the allied cultural arts, we know we express the dearly held view of many that the new President bring to the arts the same measure of understanding and support displayed by the previous administration.

This is important not only for the nation's intellectual and artistic growth, but is also vital to its international image.

We are a nation of merchants and manufacturers; a nation of scientists and teachers; of farmers and intellectuals; of dreamers and pragmatic people.

We are also a cultural community, with a heritage of music and dance and theater.

May our government continue its cognizance of this fact.

Dealers Feel It's Too Early For Predicting

By BARRY KITTLESON

NEW YORK—The effect on the record business of the sorrowful turn of events last week in Dallas has left a large question mark in the minds of dealers. The late President's death, coupled with the subdued hubbub of the Thanksgiving holiday has not given dealers much on which to base any solid predictions this soon.

Most dealers have adopted a wait-and-see attitude, but offered some of their thoughts on the situation. Their views might be tempered with their natural inclination to compare the coming holiday season with the same period last year, during which two industry phenomena brought on an unprecedented business boom. (A survey of the larger markets appears on page 6.)

Business was reported at a virtual standstill for the week following the tragedy, but a representative of Doubleday expressed the feeling that there would be back-to-normal conditions by the beginning of this week. She based her prediction on the completeness with which the nation expressed its grief.

"The American public displayed a tremendous sense of participation in the face of this awful situation. It is my feeling that they will be equally resilient. People are stunned by death, as witnessed their reaction to the President's death. When a tragedy such as this hits us unexpectedly, our ultimate reaction is to value life all the more. I think we'll adopt a new positive attitude by this experience."

It was the opinion of Dave Rothfeld of Korvette's that there has, on the other hand, been a sobering affect upon the public. "Things have been tempered, especially in the pop and rock and roll areas. Things could, however, pick up very quickly if some hot product, like the 'Singing Nun,' were to be released now."

A TIME TO WEEP ... AND A TIME TO MOURN ...

NEW YORK—Play on the nation's 450,000 juke boxes was back to normal Friday (29), but for a 72-hour period last week few Americans had the stomach to listen to the mechanical music makers. Automatic phonograph and game collections last week-end and Monday (25) were scanty, as millions of Americans stayed by their television sets to watch the news developments and to view the funeral of President John Fitzgerald Kennedy. Even when surface normality was restored Tuesday (26), the gaiety commonly associated with taverns and restaurants was muted. And when patrons put their coins in the juke box, they did so in an almost mechanical manner. For a full report on how the tragedy affected the coin machine industry, see the Coin Machine Section.



NEW JOB FOR DON: Al Bennett, Liberty president; Don Bohanan, newly appointed marketing director; Phil Skaff, executive vice-president; Hal Linick, vice-president.

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BENNETT APPRAISES PRESIDENT'S SPEECH

HOLLYWOOD—President Johnson's strongly worded speech before a session of Congress last Wednesday (27) will have an equally strong affect on the nation's economy, which may be translated into healthy sales for the record biz, believes Al Bennett, Liberty's president and erstwhile Wall Street observer.

"If President Johnson had announced any drastic changes in any of the late President Kennedy's policies, I believe we would see a sharp business setback," opined Bennett, who recently negotiated for the purchase of Liberty from Avnet Electronics.

"Now that President Johnson has stated he will press for a tax cut, this will have a tremendous affect on the nation's economy. Any time we've got a firm economy, the record business is in good shape. Since we're basically a leisure-time product, we're always one of the first to feel any financial setback with money moving in circulation, the record industry

can see more optimistic times."

Bennett said he is convinced that the "leisure industry" would continue to be the growth industries as the economy goes up. "It is getting to the point where unions cannot continue to demand pay increases and they will have to ask for a shorter work week, which will also help our industry," Bennett proffered. "People will have more leisure time on their hands and more money to spend. I'm most optimistic about the future."

Enoch Light Plans Singles Splurge

NEW YORK—Enoch Light, chief of Command Records, has been quietly crystallizing his singles operation and intends to release between 24 and 36 singles annually. Light's intention is ready screening talent, and will use his current album discography as his set-up for his singles line—and his present forerunner affiliate. The exec, whose percussion albums and other a.k.a. developments have made record history, said: "I don't know any way to succeed other than hard work—one must live with a record; and

Oops!

NEW YORK—A Capitol Records ad in last week's issue of Billboard, promoting Bobby Darin's "Be Mad Little Girl," erred in pointing the disk a producer, T. M. (Abe) Koff. Capitol has terminated out that the disk was produced by Capitol and that Darin is a Capitol artist.

NEW YORK—The European record industry is seeking new ways to sell records. A few of the labels have experimented with the record club system, but others, which find this a good way of selling only specialized merchandise, are seeking ways of putting more and more records before the public. A few sources say that the mentioned racks as a future possibility.

Rack jobbing as a method of operation would take a far different form in Europe than it does in the United States. In both distribution (and to a lesser

extent retailing) of records is done by many manufacturers themselves on the Continent and in England, there would be no independent rack jobbing as it is known in the U. S., overseas sources say.

Racking methods would probably include manufacturer leasing of space and disk concessions in stores that do not ordinarily handle records. Such places as drugstores, hardware and notions outlets and grocery operations of one kind or another were mentioned most often.

A key word to overseas manu-

facturers is "impulse." After surveying the American record scene, sources say that these sales are most often made in operations where the customers browse shops for items in a variety of categories.

Fierce competition between the relatively few labels in each European country makes it near-impossible for any independent rack operation to take root. What most disk men in Europe see is a rack in a conspicuous shop position which would hold cream merchandise of their own and affiliated labels.

Each company would stock and take inventory of its own rack, and pay the store a percentage for the space required. This, as overseas observers see it, would open up new outlets for the sale of records while allowing the labels to keep a tight rein on sales.

Worth A Look

Note of the foreign label executives that have mentioned such marketing ideas in the study say that they were ready to go ahead with such plans immediately. Most mentioned it just as a possibility worthy of study. Such disk men also don't want to antagonize independent dealers and their associations. A good many men in the global record business believe that such rack operations are inevitable in the long-range view.

Mrs. Leona Cole Dies of Burns

CHICAGO—Mrs. Leona Cole, widow of Morrie Cole, founder of Cole Publishing Company, died here last week of injuries suffered over a month ago when she was burned in her kitchen.

She is survived by her son Charles, who now heads the Cole publishing interests.

Colpix Signs 3 New Acts

NEW YORK—Colpix Records has announced three new signings, according to Don Kirschner, executive vice-president of the music and record division of the company. Screen Gems TV. The three include 16-year-old Toni Wine, the Girlfriends and Artie Kaplan.

Miss Wine, in addition to being a recording artist, is a songwriter-composer as well. She's a co-writer of "Only to Other People's," latest release by the Cookies in the company's Dimension label. Her own disk being dealt will feature "My Boyfriend's Coming Home for Christmas," a song she also wrote.

The Girlfriends, Gloria Goodson, Nannette Jackson and Carolyn Willis, are from Los Angeles, and have done vocal work with the company's other artists. Kaplan, a saxophonist, will be heard first on a single of "Theme From the Victors."

Mike Maitland On Europe Tour

HOLLYWOOD—Mike Maitland, Warner Bros.' president, is on a two-week European tour to talk with licensees in England and France and to meet with the British and French record executives required by "Rugantino" in Rome.

Maitland will meet with Vogue reps handling Warner's in France. Vee officials who handle the British and British Decca officials.

"Rugantino," which is done entirely in Italian, will have its Broadway debut next February with a studio floor above the stage. The play has a trial run in Toronto in mid-January.

Deejay O'Brien Signed by UA

NEW YORK—United Artists Records has signed Deejay O'Brien to an exclusive disk label. The label has also added to its roster the Tuesday Morning Afterthoughts, for albums and singles. These signings followed an earlier announcement of the long-term recording pact of 14-year-old (Happy) Dally as the label's country a.k.a. producer.

Dally, who has brought to the firm such acts as George Lynn and Melba Moore, and Judy Lynn and Kathy Dee, has literally put the label on the country music map in the last several years and further expansion is now planned. This includes the immediate opening of a Nashville office by Dally for U.A. Dally will commute from Nashville to his home base in Houston, with Tommy Jackson serving as full-time Nashville assistant.

With respect to O'Brien, one of the deejay's pet gimmicks is the use of a "second" voice, this "Deejay" voice, and his initial album will feature the character. Store and school appearances are planned in the area by O'Brien.

Kostelanetz Off On European Tour

NEW YORK—Andre Kostelanetz, long-time Columbia artist, conductor, who has recently resigned to a long-term renewal contract, leaves on a European promotion tour Monday (27). The first stop on the junket will be Stockholm.

While there, he'll conduct an all-Swedish concert with the Swedish National Radio Orchestra. A highlight in the performance of Gerhshwin's Concert in F will be Sixten Ehrling, recently appointed conductor of the Detroit Symphony.

The balance of the Kostelanetz itinerary includes Paris (8); Brussels (11); Frankfurt (12); Madrid (14); Milan (19), and Rome, on the same day.

SOMETHING FOR THE GIRLS

They're Making their Move to Take Over Hot 100 Chart

By REN GREVATT

NEW YORK—Female artists are making their strongest impression on the Hot 100 single chart in many months, with four of the current top seven records being interesting is the fact that nine of this current crop of acts present on the chart are there for the first time.

It is true, of course, that the girls have been making a strong comeback for several years, but that have taken on even more vitality. In the late 1950's era of the hard part of a mixed vocal group or by themselves, without male vocal companions. In several of these, namely Ruby and the Romantics and the Shangri-les, the girl is the key performer with the males limited to a supporting backup group role.

Sour Souzine, the Singing Nun from Belgium, is just the latest example of the current trend. The Sister's record of "Dominoes" has been a smash. Immediately prior to her arrival at the top, with a simple, sweet performance far removed, incidentally, from the Philadelphia-Detroit sound, two mixed duos, April Stevens and Nino Tempo, and Dale and Grace made the top spot.

Hot Entries

Currently in the top seven are the same Dale and Grace ("I'm Leaving It Up to You") as runner-up of the week; Lesley Gore ("If I Should Stay"); Nino and April Stevens ("You're a Good One, Baby to Cry"); the new British girl duo in their first excursion on the charts, the Caravells, with "You Don't Have to Be a Baby to Cry"; in the seventh spot, The brother-sister act of Nino Tempo and April

Stevens, after a week in the top position, held on this week at No. 11.

Another act new to the charts is the Diablos from the Nashville-based Sound Stage 7 label, with "Down at Papa Joe's." Among the other new femme acts showing well and all but one of which are moving upward, are the Murmaids with "Popsicles and Icicles" on Chatterbox; Shirley Ellis with "Nitty Gritty" on Congress; the Secrets on Philips with "The Boy Next Door"; Betty Everett with "Vee Jay with 'You're No Good'; "Dumb Head," by Ginny Arnell on MGM, and "Hey Lover," by Debby Davale on Roulette.

Gals Make It

And the girls are making the hits today, not with a single type of styling. The range is broad and includes a raft of material ranging from "I Have a Nique," to Joan Baez' "We Are Overcome," to Lena Horne's biting "Now," to the frank statement of teen-age fact, "I Have a Boyfriend," by the Chiffons on Laurie.

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Gay White Man Takes On Dark Look on Black Weekend

By JACK MAHER

NEW YORK—The sudden and stunning events of Friday (22), and the aftermath of the assassination of President John F. Kennedy in Dallas, left this city's music and entertainment business paralyzed and sorrowing.

Many shops, Broadway theaters, moving picture houses and night clubs closed for one, two and three days of mourning. Some disk dealers are known to have closed their shops in Brooklyn and Queens Friday afternoon (22) after the President's death was confirmed and did not reopen until Tuesday (26).

Weekend entertainment business losses were estimated at from 35 to 50 per cent, but few shop keepers and Broadway producers complained about the loss of business in the light of events.

Many disk dealers reaching this week were still reeling from the shock of events, and they noticed a sharp upsurge in the buying of patriotic and religious records. A number of requests came in for recordings of the late President's speeches. It is understood that at least two albums of these are on the way (see separate story).

Dark Nights

The assassination caused the canceling of all sorts of entertainment programs, Friday, Saturday, Sunday and Monday. Broadway darkened its houses on two nights. Some 24 legitimate theaters canceled performances on the Friday night and then again on the Monday night, official day of mourning.

Out of town, three incoming shows canceled Monday night performances. Two of them are musicals, the highly rated Noel Coward musical "The Girl Who Came to Supper," in Philadelphia and "Hello, Dolly" starring Carol Channing in Detroit.

Those classical concerts that were held offered subdued musical programs. A jazz concert for the benefit of the Student Non-Violent Co-ordinating Committee at Carnegie Hall Saturday (23) became, at least in part, a memorial concert for the late President.

Subdued Tone

Disk jockey Monty Gega and Lutheran minister Reverend John Gemmel, who shared emceeing chores for the show, kept things on a fairly subdued level. Shelley Berman read a tribute to the late President he had written called "The Coolest Man." Bruce Gordon, an officer in the organization that benefited from the concert, also spoke of the fallen leader.

Many concert performances were canceled and those that were held were altered along in programmatic manner. The tone

JFK MEMORIAL RECORDS RELEASED TO STORES

NEW YORK—Three John F. Kennedy memorial albums and one single were released by record manufacturers late last week.

A 20 Century-Fox LP entitled "The Presidential Years, 1960-1963," is a documentary record of some of the key words uttered by President Kennedy. The album is on the facilities of Fox Movietone News for the recordings of such Kennedy speeches as his nomination acceptance, inaugural address, the steel crisis, Cuba Birmingham, and his final address at Fort Worth the day the President was shot.

Documentaries Unlimited, a Long Island City firm, has released an album entitled "JFK—the Man the President," narrated by New York air personality Barry Gray.

The album runs the gamut of Kennedy history, including the actual news bulletin and news coverage of the assassination.

Premiere Albums will begin shipment on Monday (2) of an album entitled "John Fitzgerald Kennedy—a Memorial Album," which was produced by radio station WMAZ, Ft. Lee, Va., is a collection of the late President's speeches, including the inaugural address in its entirety. Proceeds from the sale of this album will be donated to the Joseph P. Kennedy Jr. Foundation, which is primarily concerned with the problems of mental health.

The only single released so far is a recording by Brother Thurman Ruth and the Harmonizers on Savoy Records, entitled: "That Awful Day in Dallas."

Los Angeles Had a Tough Week

By ELIOT TIEGEL

LOS ANGELES—President Kennedy's death cut sharply into the retail record business here.

Clyde Wallace, president of the Music City chain, reported

for almost all entertainment during the tragic weekend was exemplified by Mary Martin who spoke briefly before a matinee performance of "Jennie" Saturday (23). In what she called her first pre-curtain address to an audience, Miss Martin said: "We in show business are schooled in the discipline that the show must go on. But, having seen the First Lady of our land, the new President and the new First Lady showing their courage and sense of duty carry on, we have all learned a great lesson. I cannot ask you to forget, but perhaps we can help each other for the next few hours."

business was one third off at his four stores. The Music City stores were open Friday, Saturday and Sunday. Wallace said approximately one third of his total business is done on Saturday and Sunday.

Mary Vaughn, manager of Record Discount Center's Hollywood store, reported that sales were slower than normal during the Friday through Sunday period.

At the nine Mary Company stores, sales were "bad" on Friday evening, but were reported as being "quite brisk" Saturday.

"Sales were comparable to any good Saturday," she stated.

In the Beverly Hills area, Joseph Sachs, head of Sachs Music, quoted sales as being 50 to 60 per cent off for both Saturday and Sunday.

Floyd Ray of United Record Distributors, which services 585 dealers, said business fell 50 per cent on Friday. He said he'd heard that business on the

CHICAGO REBOUNDING AFTER THE TRAGEDY

By NICK BIRRO

CHICAGO—The record industry here is rebounding slowly following the tragic events of the past week but for most of the city's dealers, one-stops and distributors it's been a period to forget in more ways than one. Sales were off by as much as 50 to 75 per cent and many stores were closed altogether. Coupled with the Thanksgiving holiday, it's been seven days with sales barely above the zero point.

The one bright spot in everything is an optimistic outlook for the future with most dealers predicting a business spurt immediately following the Thanksgiving holiday. But it's only a guess, and most were saying they'd wait and see.

Biggest reaction here came Friday (22) evening, immediately following the President's assassination. Many of the stores were open but customers were few. Most dealers reported sales "completely stopped."

By Saturday, sales picked up slightly and those stores open Sunday did a little business. Monday, however, virtually everyone was closed, and it was not until Wednesday (27) that the traffic was starting to come back.

At Singer One-Stop, Fred Sigora reported sales off by about 60 per cent. By the middle of the week, sales were start-

ing to "rebound somewhat," but slowly, he said.

Tuesday's orders, which would reflect our weekend business, were very small, and I don't really expect things to be back to normal until Saturday (30) and Thanksgiving.

One interesting thing, incidentally, which Sigora was able to see was the other record industry tradesmen's reaction, in that there was no particular pickup of religious or classical music, such as was played by all radio stations over the weekend.

One possible exception is E. J. Korvette, where Laverne Greco said she was starting to do some Christmas business—primarily in the religious rather than pop field. She reported action on such material as the Roger Wagner Chorus on Capitol, the Mormon Tabernacle Choir on Columbia and the Messiah on all labels. However, Korvette, who reported a 50 per cent drop over the weekend with sales down by as much as 35 to 40 per cent. Friday, the percentage was down to 100 per cent off, Laverne Greco said. She didn't expect business to return to normal until the weekend after Thanksgiving.

Miss Greco, who also handles

(Continued on page 8)

Speculation on Abolition of FCC Policy Shifts

Continued from page 1

ministration. Such top-level changes sometimes carry down quite deeply into the ranks of agency administrators who may not want to follow differing policies of a new chairman.)

The events of the past week probably kill any possible chance of action this session on the Celler bill to end the juke box royalty exemption. This legislation, long hoped for by music interests, and still being bitterly fought by juke box operators, has been lying untouched in the House Rules Committee since passage by the House Judiciary Committee last summer.

Urgent matters of national defense and civil rights will unquestionably keep the bill out of action for some time. In the meantime, juke box forces will sound out every possible hope they can find in the changes in administration in an attempt to stave off the performance royalty.

At the Federal Communications Commission, Chairman E. William Henry, recently even more unpopular than usual with broadcasters because of his insistence that FCC regulate and limit broadcast commercial time, may not find the going too good under the changed regime. Successor to Newton B. Minnow and devoted to the same kind of reforms as his Kennedy-appointed predecessor, Henry may not be able to get the Communications Act of 1934, which Minnow has a number of broadcast properties, in his wife's name, but actually known to be administered under the supervision of Johnson himself.

Merit in for Krupp in Jazz

HOLLYWOOD—Merit Distributors is taking over the accounts formerly handled by Krupp Distributing in West Texas, Arizona and New Mexico. Promotion Manager Reid Baldwin has been visiting cities in these States lining up local retailers, reports Merit's President Jack Lewerke.

Merit handles Atlantic-Atco, Argo, Checker, Chess, World Pacific, Contemporary and Eland. Krupp, it is understood, will continue to handle his other labels, but is giving up the jazz lines to Merit, which has built its reputation in this field.

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Fox Movietone News

Fink LP Stirs 'Em Up on Coast

By ELIOT TIEGEL

HOLLYWOOD—Fink Records (honest), the "Prison of Socrates" and two Greek coffee house owners have caused a stir among Balboa High School folk fans and are currently making waves along top 40 radio row and in the retail outlets.

Everything centers around a Fink LP released in October, "Tim Morgan at the Prison of Socrates," which was initially meant to sell at the Balboa coffee house bearing that name, but was sold directly by club owners Ted and Jerry Nikas to the Music City chain, with the LP becoming a hot item there.

Now, with 3,000 LP's sold in the Los Angeles area and Ned Herzstam, who arranged for the custom pressing, arranging national distribution, the Nikas brothers plus many of Morgan's fans are attempting to have the 21-year-old vocalist played on the key pop stations, KFWM and KRLA.

The Nikas brothers then rounded up petitions signed by teens who had packed the coffee house during the summer, and high school kids were understood planning a full-scale invasion of the two stations regular with picket signs demanding that the single be aired.

According to John Barrett, veep at KRLA, he and many of his people feel the single is very good and are just now considering it as a matter of fact were since last Saturday.

Music Box One-Stop with stores in Chicago, Denver, Dallas, Atlanta, Los Angeles and San Francisco, reported sales off by about 50 per cent. In fact, in Dallas the Music Box outlet was closed both Saturday and Monday following the President's death.

Jim O'Dwyer, Music Box president, said he hoped things would be back to normal by Monday (2).

Music Box, as all one-stops, was particularly hit hard by the closing of the post offices, since most business is done by mail-order. However, as O'Dwyer said, even the stores open and doing business didn't bother to reorder until Tuesday or Wednesday.

Polk Brothers, with some 12 large discount outlets in the area, reported it was doing business "but slowly." Sam Warsawsky, head of the firm's record department, said Friday was completely dead, Saturday and Sunday "fairly good," but Monday he was again closed

single. They have a perfect right to picket, but it wouldn't cause us to break our policy," KRLA singles showing local and national sales strength.

At KFWM, Program Director Jim Hawthorne said he didn't think the single was any good. He was reported to have been infuriated at the thought of pickets marching in front of his station demanding airplay for a performer.

"We won't have anything to do with any promotion, which coerces us and places us under duress," Hawthorne said.

Hawthorne explained that picketing procedures in order to gain airplay "wasn't fair to the other 100 people using the regular system of having a record brought to their attention." The outlet picks records for airplay by committee.

When the LP was sold to Music City last month, it became the No. 5 best selling LP at the retail chain. Herzstam revealed that both Liberty and Warner Bros. had sought to buy the LP from the Nikas brothers. Warners had offered a \$3,000 advance, it is understood, but wanted to eliminate the Fink monicker, which the brothers refused to do.

Last week as the Balboa teen-agers waited for their radio for the first turntable spin, Herzstam was busy signing distributors. His first outlets include Hart in Los Angeles, Stone in San Francisco, Mutual in Boston, Cleve Disk in Cleveland, All State in Chicago, Essex in Newark, Superior in New York, and Tops in Miami. Albums were being offered at \$1.89 and the single at 46 cents, f.o.b. Los Angeles.

Folk Stuff to Pick Up This Season, Says Magazine

NEW YORK—Folk-oriented, young-adult themes will be used increasingly this winter in TV, radio and print advertising, according to Sponsor Magazine.

Points for Salesmen in Pilot Plan

NEW YORK—Pilot Radio Corporation has unveiled a special sales incentive plan for franchised dealers and their salesmen. Program, which is known as "Project Gemini," features a bonus plan with point totals redeemable for gifts.

Salesmen earn specific points for each record, cassette, and bonus points will also be awarded, retroactive to the first sales made under the incentive plan. As the regular point mounts, bonus points also mount and are added to the salesman's total. Salesmen can select from a list of more than 2,000 prizes including silverware, clothes, watches, typewriters, furniture, cameras, sporting goods and home accessories. The plan will be in effect until July 31, 1964.

Settle 'Hey Paula' Case Out of Court

BROWNWOOD, Tex.—Jill Jackson has settled her problems out of court with Major Bill Smith, whose company recorded her hit record, "Hey Paula."

Miss Jackson had filed a damage and injunction suit in 48th District Court in Fort Worth against Smith, contending that he used the name of the singing team of "Paul and Paula" without her consent.

A national radio spot campaign for Stokely-Carmichael promotes that firm's food products with hootenanny-type music. A number of top brewers are picking up the bounty folk strains for beer commercials. Brock Shampoo has a current campaign tied to a self-liquidating premium record album.

Sponsor also reports that Herb Strauss, radio-TV director for North Advertising, is possibly the only broadcaster ad man on the agency circuit who has a record album in the folk field to his credit—"Folk Music for People Who Hate Folk Music," on the Riverside label. Ironically, however, Strauss admits that he has "no plans" for hootenanny-type commercials at North... and he's soon to record another folk LP.

From American International's Spectacular Surfing Film!

GINNETTES BEACH PARTY
91-3316
It's on Veeva of course

Chicago Rebounds After Tragedy

Continued from page 6

the book department at Korvette, noted, too, that any books by or about the late President were completely sold out—as a matter of fact were since last Saturday.

Music Box One-Stop with stores in Chicago, Denver, Dallas, Atlanta, Los Angeles and San Francisco, reported sales off by about 50 per cent. In fact, in Dallas the Music Box outlet was closed both Saturday and Monday following the President's death.

Jim O'Dwyer, Music Box president, said he hoped things would be back to normal by Monday (2).

Music Box, as all one-stops, was particularly hit hard by the closing of the post offices, since most business is done by mail-order. However, as O'Dwyer said, even the stores open and doing business didn't bother to reorder until Tuesday or Wednesday.

Polk Brothers, with some 12 large discount outlets in the area, reported it was doing business "but slowly." Sam Warsawsky, head of the firm's record department, said Friday was completely dead, Saturday and Sunday "fairly good," but Monday he was again closed

LISTS THREE NEW GRAMMYS

HOLLYWOOD—Most Promising New Classical Recording Artist, Best Original Score From a Film or TV Show and Best Album Notes are three new Grammy Award categories announced last week by John Scott Trotter, Academy's national president.

and by Wednesday still was not back to normal. Warsawsky said he expected things to pick up immediately after thanksgiving.

CHRISTMAS RECORDS

CHRISTMAS SINGLES

Prior to Friday (7) Christmas singles picked up slightly as compared to the previous week, but still most dealers reported Christmas sales to be only average through the weekend. However, when radio resumed its normal programming (Sunday 8) there seemed to be a definite uptick in sales. Part of this probably was due to earlier introduction of regular records after the tragic weekend just past. Prior to it a lot of the Christmas singles were out of stock. This week, when sales increased, so, too, will the number of records reported again. Note: All new Christmas product has not necessarily had the time required to be collected.

POS.	LAST WEEK	TITLE, ARTIST, LABEL, NUMBER
1	1	WHITE CHRISTMAS, Andy Williams, Columbia 42894
2	2	LITTLE DRUMMER BOY, Harry Simeone Choral, 20th Century-Fox 429
3	4	JINGLEBELL ROCK, Bobby Helms, Decca 30513
4	3	YOU'RE ALL I WANT FOR CHRISTMAS, Brook Benton, Mercury 72214
5	—	THE CHIPMUNK SONG, David Seville & the Chipmunks, Liberty 55250
6	5	PLEASE COME HOME FOR CHRISTMAS, Charles Brown, King 5405
7	—	RUDOLPH THE RED-NOSED REINDEER, David Seville & the Chipmunks, Liberty 55289
8	—	JINGO JANGO, Bert Kaempfert, Decca 31560
9	—	WHITE CHRISTMAS, Bing Crosby, Decca 23778

CHRISTMAS ALBUMS

Christmas LP's still moving out much faster than Christmas singles. The best selling Christmas LP is regaining almost double the strength of the top Christmas single. Before it is the 12 best selling album also has almost as much strength as the Christmas LP sales increase. This chart will run for four more issues. Note: Many new Christmas packages have not yet had sufficient time to be accurately be reflected here.

POS.	LAST WEEK	TITLE, ARTIST, LABEL, NUMBER
1	1	ANDY WILLIAMS CHRISTMAS ALBUM, Columbia CL 2087 (M); CS 8887 (S)
2	5	LITTLE DRUMMER BOY, Harry Simeone Choral, 20th Century-Fox TFM 3100 (M); TFS 4100 (S)
3	3	SOUND OF CHRISTMAS, Johnny Mathis, Mercury MG 20837 (M); BR 60837 (S)
4	4	MERRY CHRISTMAS, Bing Crosby, Decca DL 8128 (M); DL 781-28 (S)
5	—	SEASON'S GREETINGS, Perry Como, RCA Victor LPM 2066 (M); LSP 2066 (S)
6	2	MERRY CHRISTMAS, Johnny Mathis, Columbia CL 1195 (M); CS 8021 (S)
7	—	WE WISH YOU A MERRY CHRISTMAS, Ray Conniff, Columbia CL 1892 (M); CS 8692 (S)
8	—	THIS CHRISTMAS I SPEND WITH YOU, Robert Goulet, Columbia CL 2076 (M); CS 8876 (S)
9	—	CHRISTMAS HYMNS & CAROLS, Robert Shaw Choral, RCA Victor LPM 2139 (M); LSC 2139 (S)
10	—	CHRISTMAS WONDERLAND, Bert Kaempfert, Decca DL 4441 (S)
11	—	ELVIS' CHRISTMAS ALBUM, Elvis Presley, RCA Victor LPM 1951 (M) and/or LOC 1035 (M) (No Stereo)
12	—	CHRISTMAS WITH THE CHIPMUNKS, VOL. 2, David Seville & the Chipmunks, Liberty LRP 3334 (M); LST 7334 (S)

OTHER CHRISTMAS LP'S RECORDING SALES

Christmas Jingle, Nat King Cole, Capitol 19665 (M); BW 1965 (S)
Holidaze for Teens, Paul & Paula, Philips PM 200-101 (M); PHS 600-101 (S)
Christmas from Jerry the Elf, Jerry the Elf, Brunswick BLS 3212 (M); BLS 3212 (S)
Merry Christmas, The Chipmunks, Liberty LRP 3334 (M); LSC 2139 (S)
Four Seasons' Greetings, Vera Jay, LPS 15102 (M); LPS 15102 (S)
Silent Night, Lawrence Walk, Dor DLP 3397 (M); DLP 25397 (S)





SPECIAL CHRISTMAS DELIVERY

#8252

*A bright seasonal selling single from Jim Reeves' new album
"Twelve Songs of Christmas" LPM/LSP-2758. Order Both Now!*

RCA VICTOR

 The most trusted name in sound 

HARVE PRESNELL

The Most Exciting Big Voice In Popular Music Today!



Sings

CHARADE

Henry Mancini's newest hit, from the forthcoming motion picture "Charade"

K 13189

**MGM Records Presents the debut of a new singing star
and a new song classic! Watch for Harve Presnell's first album,
The World's Greatest Love Songs, coming soon on MGM Records!**

**Watch for Harve Presnell in MGM's blockbuster
musical, "The Unsinkable Molly Brown,"
starring Debbie Reynolds.**



MGM Records is a division of Metro-Goldwyn-Mayer, Inc.

COUNTRY MUSIC

Why Not More Happy Tunes?

"Why not more happy tunes? Don't they sell? Have they really had a chance?

"One of the comments most often heard by the c.w. disk jockey is: 'Why are all the songs we hear so sad?' I know that most of our songs are taken from actual situations in life. I know that the events in any person's daily life which are likely to have the most emotional impact are tragic events, but there is happiness in most lives, too.

"Look at the current c.w. Top 40. About 80 per cent of the songs have as their theme the triangle situation in which one, or both, of the central characters is married, and one, or both, sings about the tragedy and unhappiness of illicit love.

"Granted, this situation happens often enough in real life to make Dr. Kinsey blush, but even in these situations, surely, there must be some happiness, at least at first. Every love affair that ends in tragedy must have started as a love affair that gave the participants enough joy to make them want to sing a happy song.

"Happy songs do sell. 'Sixteen Tons,' 'Jambalaya,' 'Let Old Mother Nature Have Her Way,' 'Hey, Good Looking,' 'The Battle of New Orleans,' and others are songs that are not depressing.

"In the 13 years that I have spent as a c.w. disk jockey, I know that I have had to actively search each day for enough happy tunes to balance a program so as not to leave the listener with the feeling that suicide is the only way out.

"There are some happy songs, yes, but not enough. If there were more happy songs the disk jockeys would play them, and I'll just bet you my left wisdom tooth the record buyers would buy them."

BASHFUL BOBBY WOOTEN,
KAYO, Seattle, Wash.

#1 THE RECORD IN THE COUNTRY DALE & GRACE

*"I'm Leaving It
Up To You"*

NOV



THE HOTTEST
NEW ALBUM!

"I'm leaving it up to you"



Includes these top hits: DARLING,

IT'S WONDERFUL • LET THE GOOD TIMES ROLL
• HAPPY BIRTHDAY, BABY • WE BEGINNING TOGETHER • TIPS OF MY
FINGER • LOVE IS STRANGE • EYE EYE LOVE • CASUAL LOOK • HEY,
BABY • AND OTHERS.

CALL YOUR DISTRIBUTOR FOR OUR LIBERAL DISCOUNT PROGRAM.
STOCK UP NOW FOR THE CHRISTMAS SEASON.

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JAMIE/GUYDEN DIST. CORP.

PHILADELPHIA 21, PA.

LP 100
MONO.

Bill Clifton On World Tour

LONDON—Bill Clifton, well-known country music artist, has arrived in Great Britain on the first leg of a world tour which will span five continents and 27 countries. Clifton is accompanied by his wife, Sarah Lee, and their five children.

The schedule in Great Britain includes television and radio exposure through both BBC and ITV, as well as an itinerary of personal appearances which will reach as far north as Scotland and into both Northern and Southern Ireland. In addition, Decca Records is planning a campaign to promote the several Clifton albums now available on their London label, and plans to add a single release to the catalog soon.

The Cliftons will make their home in Sevenoaks, Kent, while touring Britain and the Continent. In the summer of 1964 their schedule will take them to South Africa for two weeks. Other major countries to be visited include India, Japan, Australia, New Zealand and Canada.

Hess Forms All-Star Four

NEW YORK—Jake Hess, tenor who has been with the Statesmen Quartet since its inception more than a decade ago, is leaving that group to form a group of his own. The new group, titled Jake Hess and the Imperials, is an all-star quartet and includes, in addition to Hess who is the lead singer, the following:

Gary McSpadden, baritone, formerly with the Oak Ridge Boys; Arman Morales, bass, formerly with the Weatherford Quartet; Sherill Nielson, tenor, formerly with Speer Family, and Henry Slaughter, pianist and emcee, formerly with Weatherford Quartet.

Hess exits the Statesmen Quartet early in December.

At press time, the newly formed group was not yet committed to a record label.

COUNTRY MUSIC CORNER

By BILL SACHS

Mac Wiseman, following a three-week engagement with a hootenanny-type show at the Mint in Las Vegas, is slated to return there for a repeat late in December. . . . Little Moore, now working under the guidance of Key Talent, Nashville, is currently working a string of p.a.'s through the Midwest. . . . Dave Dudley took into Nashville early this week for his first album session for Mercury.

. . . Bobby Dyson, writer relations director for Newkeys Music, Nashville, left Thursday for South Africa to guide John Loderemik on a personal-appearance tour and to keep an eye for business for the Newkeys firm. It marks Dyson's third visit to South Africa.

Millie and Dolly Good, the Girls of the Golden West, have (Continued on page 14)

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 12/7/63

This Week	Last Week	Title, Artist, Label & No.	Points on Chart
1	1	LOVE'S GONNA LIVE HERE Buck Owens, Capitol 5025	12
2	6	NINETY MILES AN HOUR (Down a Dead-End Street) Hank Snow, RCA Victor 8239	7
3	4	TALK BACK TREMBLING LIPS Emmet Astbury, Decca 1214	25
4	7	THE MATADOR Johnny Cash, Columbia 42860	5
5	3	COWBOY BOOTS Dove Duffley, Golden Ring 3030	10
6	2	MOUNTAIN OF LOVE David Houston, Epic 9523	8
7	8	500 MILES AWAY FROM HOME Bobby Bare, RCA Victor 8238	7
8	5	8 x 10 Bill Anderson, Decca 31921	16
9	10	THANKS A LOT Emmet Tilton, Decca 31578	11
10	17	CALL ME MR. BROWN Sheets MacDonald, Columbia 42607	11
11	11	MAKE THE WORLD GO AWAY Roy Lynn, Columbia 42827	18
12	25	BEFORE I'M OVER YOU Loretta Lynn, Decca 31541	4
13	13	TELL HER SO William Brothers, Decca 31520	12
14	19	BEGGING TO YOU Marty Robbins, Columbia 42890	2
15	15	WILD, WILD, WILD Stonewall Jackson, Columbia 42846	5
16	19	THOSE WONDERFUL YEARS Webb Pierce, Decca 31544	5
17	—	LET'S INVITE THEM OVER George Jones & Melba Montgomery, United Artists 635	1
18	24	IF THE BACK DOOR COULD TALK Webb Pierce, Decca 31544	4
19	26	TROUBLE IN MY ARMS Johnny & Janie Moady, Columbia 42841	5
20	30	WHAT'S IN OUR HEART George Jones & Melba Montgomery, United Artists 625	2
21	—	B. J. THE D. J. Stonewall Jackson, Columbia 42889	1
22	12	YOU COMB HER HAIR George Jones, United Artists 578	22
23	16	FADED LOVE Fetty Clarke, Decca 31827	13
24	22	HAPPY TO BE UNHAPPY Gary Buck, Petal 1011	17
25	—	JEALOUS HEARTED ME Eddy Arnold, RCA Victor 8253	1
26	14	I CAN'T STAY MAD AT YOU Steve Kistner, Epic 9219	9
27	18	SOMEBODY TOLD SOMEBODY Kase Maddox, Capitol 5038	3
28	—	PEEL ME A NANNER Roy Drusky, Mercury 77204	1
29	29	LET ME OFF AT THE CORNER Dwight Davis, RCA Victor 825	2
30	—	THE GREATEST ONE OF ALL Melba Montgomery, United Artists 652	1

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Station KSON, San Diego, Calif., has changed to an all-country format with Eddie Briggs as program director. Record promoter Little Richie Johnson is working on new releases by Faron Young, Warner Mack, Margie Singleton, Jimmy Martin and Roy Drusky and invites deejays to write in for samples. Address him at Box 3, Belen, N. M., and put your request on your station letterhead.

. . . Also available to country jocks is the new one on the Epic label by Jim and Jesse and the Virginia Boys, coupling "Luscious," Tennessee, a d "Drifting and Dreaming of You." For a copy write to Jim and Jesse, Box 425, Prattville, Ala. . . . Jocks missed in the mailing on "Pen and Ink," Jerry Lee Lewis' new one on the Smash label, are asked to

contact Pat Edwards, Raleigh Music, 817 16th Avenue, South, Nashville.

A piece for records from the artists and diskeries comes from Jim Shelton, commercial manager of KVLV, Fallon, Nev. Shelton has been spinning c.w. on KVLV the last six and a half years and presently conducts "Jim's Jamboree," heard four hours a day, six days a week. Jim says KVLV is 5,000 watts, 60 miles east of Reno, and cuts a wide swath through Reno, Sparks, Carson City and Lake Tahoe. He says record distribution is slow in that area and he receives some of them after they've been on the charts and off again.

Tom Nichols, program director at KJWH, Camden, Ark., (Continued on page 14)

**"Maria Elena"
LPM/LSP-2822
now a
hot-selling
album
order it today!
RCA VICTOR**



The most trusted name in sound



LOS INDIOS TABAJARAS

MARIA ELENA



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* MARIA ELENA * MARAN CARIUA * LOS INDIOS DANZAN *
* * A LA ORILLA DEL LAGO * MOONLIGHT SERENADE * *
* * BAION BON * PÁJARO CAMPANA * STAR DUST * *
TERNURA * AY MARÍA * VALS CRIOLLO * JUNGLE DREAM

COUNTRY MUSIC CORNER

• Continued from page 12

emerged from retirement after 14 years to record several albums for Ed Manney, of Manco Records, Fort Worth. The albums contain much of their own material. The girls' initial release on the Manco label is a Yule platter coupling, "Christmas," by Jenny Lou Carson and Eddy Arnold, and "Christmas Secret," written by Millie and Dolly with Bill McCuskey Jr., now a captain with the Air Force in Germany. Born in Muleshoe, Tex., Millie and Dolly began their careers at KMOX in St. Louis in the early 30's, and later moved to XER

in Mexico, and then joined the WLS "National Barn Dance" in Chicago. Still later they entertained for a time on WJZ and the Blue Network from New York, before joining Red Foley, Margaret Little and other country artists on WLW, Cincinnati, in 1937. They retired in 1949. Millie's husband, Bill McCuskey Sr., is a veteran executive with the Crosley Broadcasting Company in Cincinnati.

George Riddle, now working as a single after three years with the George Jones show, hopped into Nashville early last

week for a United Artists session under the guidance of the veteran Pappy Daily. . . . Frankie Miller has engineered his release from United Artists to record again for Starday, where his greatest success was achieved with "Blackland Farmer." His new Starday disk couples "A Little South of Memphis" and "Too Hot to Handle," with Slick Norris handling the special promotion. . . . Jim Reeves will see himself as an actor for the first time Wednesday (4) when he, his wife, Mary, RCA Victor execs and officials of the Jamie Uys Film Company gather in New York for a private showing of "Kimberly Jim," in which Jim stars and which was filmed in Johannesburg, South Africa,

last spring. The film, now showing all over South Africa, has its United States premiere next April.

Carolina Charlie and the Four Cs, staff band at WCMS radio, Norfolk, Va., recently played for the Virginia Beach Automobile Dealers Association at the Allen B. Sheppard Convention Center, Virginia Beach, Va., for the third year in a row. D'Arcy Records co-operated by issuing Charlie's new release, "Shiny Red Cadillac," in time to tie in with the show. . . . Kathy Dee, who has a new United Artists release coming up in mid-December, is working personals in the New England area this week, winding up Saturday (7) as a guest on Eddie Zack's "Aren't Jamboree" at Witschi's Arena, Providence, sponsored by Station WRIB.

Tex Williams' new Liberty Records platter, waxed at the recent conclave in Nashville, makes its bow December 26. Sides are "Long John" b/w "Late Movies." Coy Wexley and the Travelers, of San Diego, Calif., are current in the Circus Room of Art's Roaring 20's in El Cajon, Calif. . . . 541m Rhodes, on radio and TV in the mid-South the last several years, has a new album release on the

WITH THE COUNTRY JOCKEYS

• Continued from page 12

writes: "We need all the country records we can lay our hands on. KJWH has been on since August and we have a shortage of suitable material." Tom conducts a four-hour morning show, five days a week, and also uses considerable country material in his pop programming, particularly at night. . . . Walt Breedland has available copies of the following new releases: "You Took My Happy Away," by Willie Nelson; "Rose City Chimes," by Bobby Garrett; "The Fallout," by Eddie Noack; "How Long Will You Win," by Clay Allen, and "I'll Always Love You," by Wiley and Jessie Barkdull. Deejays needing copies may write to Breedland at 8708 Ruthby Street, Houston, Tex., 77017.

Cotton Town Jubilee label titled, "The Rhodes Show on the Road."

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Leonetti has the next dance!

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c/w "Somebody Loves You"

**A cool new tempo! A hot fast-moving hit!
Tommy Leonetti's single "Soul Dance" is
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HOT 100

1

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61	Asa Dims Don't Stop (A&P)	61	Way To Love (Meridian, A&P)	75	Quashed (Meridian, A&P)	75	181 YOU HAVE A HAPPY FUTURE	Paul Anka, RCA Victor 1872
62	Aspen Hills And A Heart Of G. Deep, A&P	62	Take Time (Meridian, A&P)	76	Quashed (Meridian, A&P)	76	182 YOU BELONG TOGETHER	Jimmy Young, A&P/Meridian 1873
63	Aspen Hills And A Heart Of G. Deep, A&P	63	Take Time (Meridian, A&P)	77	Quashed (Meridian, A&P)	77	183 YOU BELONG TOGETHER	Jimmy Young, A&P/Meridian 1873
64	Aspen Hills And A Heart Of G. Deep, A&P	64	Take Time (Meridian, A&P)	78	Quashed (Meridian, A&P)	78	184 YOU BELONG TOGETHER	Jimmy Young, A&P/Meridian 1873
65	Aspen Hills And A Heart Of G. Deep, A&P	65	Take Time (Meridian, A&P)	79	Quashed (Meridian, A&P)	79	185 YOU BELONG TOGETHER	Jimmy Young, A&P/Meridian 1873
66	Aspen Hills And A Heart Of G. Deep, A&P	66	Take Time (Meridian, A&P)	80	Quashed (Meridian, A&P)	80	186 YOU BELONG TOGETHER	Jimmy Young, A&P/Meridian 1873
67	Aspen Hills And A Heart Of G. Deep, A&P	67	Take Time (Meridian, A&P)	81	Quashed (Meridian, A&P)	81	187 YOU BELONG TOGETHER	Jimmy Young, A&P/Meridian 1873
68	Aspen Hills And A Heart Of G. Deep, A&P	68	Take Time (Meridian, A&P)	82	Quashed (Meridian, A&P)	82	188 YOU BELONG TOGETHER	Jimmy Young, A&P/Meridian 1873
69	Aspen Hills And A Heart Of G. Deep, A&P	69	Take Time (Meridian, A&P)	83	Quashed (Meridian, A&P)	83	189 YOU BELONG TOGETHER	Jimmy Young, A&P/Meridian 1873
70	Aspen Hills And A Heart Of G. Deep, A&P	70	Take Time (Meridian, A&P)	84	Quashed (Meridian, A&P)	84	190 YOU BELONG TOGETHER	Jimmy Young, A&P/Meridian 1873
71	Aspen Hills And A Heart Of G. Deep, A&P	71	Take Time (Meridian, A&P)	85	Quashed (Meridian, A&P)	85	191 YOU BELONG TOGETHER	Jimmy Young, A&P/Meridian 1873
72	Aspen Hills And A Heart Of G. Deep, A&P	72	Take Time (Meridian, A&P)	86	Quashed (Meridian, A&P)	86	192 YOU BELONG TOGETHER	Jimmy Young, A&P/Meridian 1873
73	Aspen Hills And A Heart Of G. Deep, A&P	73	Take Time (Meridian, A&P)	87	Quashed (Meridian, A&P)	87	193 YOU BELONG TOGETHER	Jimmy Young, A&P/Meridian 1873
74	Aspen Hills And A Heart Of G. Deep, A&P	74	Take Time (Meridian, A&P)	88	Quashed (Meridian, A&P)	88	194 YOU BELONG TOGETHER	Jimmy Young, A&P/Meridian 1873
75	Aspen Hills And A Heart Of G. Deep, A&P	75	Take Time (Meridian, A&P)	89	Quashed (Meridian, A&P)	89	195 YOU BELONG TOGETHER	Jimmy Young, A&P/Meridian 1873
76	Aspen Hills And A Heart Of G. Deep, A&P	76	Take Time (Meridian, A&P)	90	Quashed (Meridian, A&P)	90	196 YOU BELONG TOGETHER	Jimmy Young, A&P/Meridian 1873
77	Aspen Hills And A Heart Of G. Deep, A&P	77	Take Time (Meridian, A&P)	91	Quashed (Meridian, A&P)	91	197 YOU BELONG TOGETHER	Jimmy Young, A&P/Meridian 1873
78	Aspen Hills And A Heart Of G. Deep, A&P	78	Take Time (Meridian, A&P)	92	Quashed (Meridian, A&P)	92	198 YOU BELONG TOGETHER	Jimmy Young, A&P/Meridian 1873
79	Aspen Hills And A Heart Of G. Deep, A&P	79	Take Time (Meridian, A&P)	93	Quashed (Meridian, A&P)	93	199 YOU BELONG TOGETHER	Jimmy Young, A&P/Meridian 1873
80	Aspen Hills And A Heart Of G. Deep, A&P	80	Take Time (Meridian, A&P)	94	Quashed (Meridian, A&P)	94	200 YOU BELONG TOGETHER	Jimmy Young, A&P/Meridian 1873

STILL ON A WINNING STREAK!

THE TYMIES

setting
a new
mood in



"SOMEWHERE"

P-891

THE BIG ONES ARE ON CAMEO/PARKWAY

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

DRAG CITY . . .
Joan & Dean, Liberty 35641

★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major markets listed in parentheses.

NO REGIONAL BREAKOUTS THIS WEEK

SINGLES REVIEWS

SPOTLIGHT WINNERS OF THE WEEK

Pop single spotlights are those singles with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing in the top 50 of Billboard's Hot 100 chart. Spotlight winners in the country music and rhythm and blues categories are selected to achieve a listing on the Country Music or R.B. charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

SINGLES REVIEW POLICY

Every single sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks. All other singles are listed in their respective categories.



POP SPOTLIGHT

BURL IVES

TRUE LOVE GOES ON AND ON

(Frank, ASCAP) (2:34)—Decca 31371

Here's a lovely ballad song by Ives that has the lifting three-quarter sound. This one should be a big hit like his favorite and get wide play on all sorts of radio format stations. The flip is "I Wonder What's Become of Sally" (Advance, ASCAP) (2:58).



POP SPOTLIGHT

CLYDE McPHATTER

DEEP IN THE HEART OF HARLEM

(January, BMI) (3:49)—Mercury 72320

McPhatter comes through with a highly emotional reading of a slow, drama-filled trumpet with racial significance. Side can be expected to get wide r.b. play then some crossover. The flip is "Happy Good Times" (Ginn, BMI) (2:29).



POP SPOTLIGHT

BABY JANE & THE ROCK-A-BYES

GET ME TO CHURCH ON TIME

(Chappell, ASCAP) (2:24)—Spoonie 4004

Smart, groovy reading of the Lennon-McCartney "My Fair Lady" tune. Side has the contemporary group sound with the get way out beat and strong beat. The flip is "Let's Deserted Street" (Mallie, BMI) (2:33).



POP SPOTLIGHT

THE BROTHERS FOUR

HOOTENANNY SATURDAY NIGHT

(Sounders, ASCAP) (2:15)—Columbia 42927

Here's a big sounding folk-type item that has high spirits and dubbed track of stamping and clapping that adds the real hot sound. The side should get much play and could go a long way. The flip is "Across the Sea" (Frigate, BMI) (2:50).



C.W. SPOTLIGHT

LINDA FLANAGAN

HOLD ON TO HAPPINESS

(Tone, BMI) (2:00)

THE KEEPER OF THE KEY

(Vidor, BMI) (2:34)—Decca 31349

Two great sides from this new country line. The first is a big barroom side that should be a stunner on the juke box circuit. The second side is a touching ballad of education. Lots of potential both ways.



POP SPOTLIGHT

THE JAYNETTS

SNOWMAN, SNOWMAN, SWEET POTATO NOSE

(Winley, BMI) (2:34)—Telf 274

Here's a seasonal item from the "Sally, Be 'Neat the Boss" group. It's got a soft competitive sound that swings in easy fashion with strong backing. The flip is an instrumental of "Snowman, Snowman, Sweet Potato Nose" (Winley, BMI) (2:34).



POP SPOTLIGHT

TONY BENNETT

THE LITTLE BOY

(A.M., ASCAP) (2:18)—Columbia 42921

Slow, tender ballad sung by Tony here that has profound, backing and an important message. The flip is "The Mamest of Truth" (Morris, ASCAP) (2:22).



C.W. SPOTLIGHT

FRANKIE MILLER

A LITTLE SOUTH OF MEMPHIS

(Sterley, BMI) (2:28)—Sunday 455

Here's a mighty fine country side that has that "Blackhawk Farmer" sound. It's in the country tradition and should score in rural areas. The flip is "Yes Not to Handle" (Sterley, BMI) (2:28).



C.W. SPOTLIGHT

LINDA FLANAGAN

HOLD ON TO HAPPINESS

(Tone, BMI) (2:00)

THE KEEPER OF THE KEY

(Vidor, BMI) (2:34)—Decca 31349

Two great sides from this new country line. The first is a big barroom side that should be a stunner on the juke box circuit. The second side is a touching ballad of education. Lots of potential both ways.

UNITED ARTISTS RECORDS

BIG HOLIDAY

GARNET MIMMS
AND THE ENCHANTERS

"BABY, DON'T
YOU WEEP"
AND
"PRECIOUS LOVE"

UA 658

JAY AND THE AMERICANS



ZOOMING UP!
"COME DANCE
WITH ME"

UA 669

THE EXCITERS



"DO-WAH
DIDDY"

UA 662



FOUR-STAR SINGLES

The four-star rating is awarded new singles with sufficient commercial potential in their respective categories to merit being stocked by dealers, one-stop and rack jobbers handling that category.

POPULAR

JOHNNY CRAWFORD

**** Jack Loves Me (Screen Gems-Columbia, BMI) (2:07)—**** Living in the Past (Cortez-Dramatic, BMI) (3:07), DEL-FI 4231

SUNNY GALE

**** You Had For You (T.M., BMI) (2:06)—**** I'm Telling My Heart (Ow O'Clock, BMI) (2:05), CANADIAN AMERICAN 143

SPIKE JONES

**** Green, Green (New Charly, BMI) (1:37)—**** The Bell of St. Clement, (Caroline, BMI) (2:12), LIBERTY 5569

THE STAPLE SINGERS

**** Whid I Had Answered (Staple, BMI) (2:47)—**** Blow by the Wind (Winnick, ASCAP) (2:26), RIVERSIDE 4568

JOHNNY NASH

**** Town of Lonely Hearts (Valley, BMI) (2:25)—**** It's No Good For Me (Valley, BMI) (2:30), GROOVE 0026

THE ROUTERS

**** Soap, Crackle and Pop (Wink, BMI) (2:13)—**** Amoshe (Marshall-Tallmadge, BMI) (2:13), WARNER BROS. 5403

BOBBY COMSTOCK

**** How My Heart (Pictoronic, BMI) (2:13)—**** Can't Help Myself (Percom-Palmco, BMI) (2:33), LAW 234

AL CAJOLA

**** Rock's Law Theme (Four Star Television, BMI) (2:00)—**** Smoke Hound (Alpame, ASCAP) (1:54), UNITED ARTISTS 477

BONNIE DIO

**** Mr. Mikey (Percom-Palmco, BMI) (2:42)—**** Our Year (Line, ASCAP) (2:37), SWAN 4165

ELTON ANDERSON

**** The Crowl (Part 1 & 2) (Kamer, BMI) (2:55 & 3:13), LANOE 516

BONNIE AND THE ELITES

**** High School Hummer (Jiddan, ASCAP) (2:39) —**** Up-Town-Downtown (Jiddan, ASCAP) (2:15), WFN 253

BETTY JOHNSON

**** What's the Matter, Little Girl (Integrity-Nancy, ASCAP) (2:24) —**** Wednesday's Child (Integrity-Nancy, ASCAP) (2:21), WORLD ARTISTS 314

JIMMY SLOVE

**** Wedding Bells (Kahn, ASCAP)—**** The Girl With the Flaming Hair (Nor Va Jak, BMI), TOWNE HOUSE 104

NARVEL FELTS

**** Mountain of Love (Vaughn, BMI) (2:10)—**** The End of My World Is Near (Hall-Clemat, BMI) (2:25), GROOVE 0029

THE SHOWMEN

**** Valley of Love (Jorb, BMI) (1:59)—**** Let Her Feel Your Kiss (Jorb, BMI) (2:35), ALBECORDS 234

JOHNNY LYLYE TRIO

**** The Village Celler (Jazz Standard, BMI) (2:42)—**** Solitude (American Academy, ASCAP) (2:54), RIVERSIDE 4578

THE DELCOS

**** Just Ask (Mikawaka, BMI) (2:35) —**** Still Miss You So (Mikawaka, BMI) (2:28), SOUND STAGE 7

THE BURNING SLICKS

**** Rock's Law Theme (Four Star Television, BMI) (2:00)—**** Hard Drive (Man (Jury, ASCAP) (2:18), RIVERSIDE 4071

DODIE STEVENS

**** Does Goodnight Mean Goodbye (Screen Gems-Columbia, BMI) (2:13)—**** Sailor Boy (T.M., BMI) DOLTON 88

JOHNNY FITZMORRIS

**** Wah-Pu-Pu (Ridgeway, BMI) (2:34)—**** Three Two Arms (Camello, BMI) (2:42), COLUMBIA 4222

PETE FOUNTAIN

**** Marching 'Round the Mountain (Two-Best, BMI) (2:47) —**** Buzz Band Parade (Two-Best, BMI) (1:51), CORAL 65577

FREDDY KOENING & THE JADES

**** One Last Teardrop (Ka-Boo, BMI) (2:13), VALERIE 205

FREDDIE HOUSTON

**** I Gotta Move (Maureen, BMI) (2:14)—**** Chills and Fever (Twilght-Maureen, BMI) (2:59), OLD TOWN 1153

SHONA AND THE PARTY LIGHTS

**** Nice Guy (Cluridge, ASCAP) (2:24) —**** Minute Master (Cluridge, ASCAP) (2:36), CHERRY 161

SCOTT ENGLISH

**** Hush on a Hill (Solton, BMI) (2:49) —**** When (Solton, BMI) (2:46), SPOKANE 4002

THE KIM SISTERS

**** We're Going Back Together (Pamper, BMI) (2:39) —**** Blueberry Pie (Kauf-Rose, BMI) (2:21)

BARRY MCGUIRE

**** One by One (In, ASCAP) (2:21) —**** Town and Country (In, ASCAP) (2:02), HORIZON 4

NICK NOBLE

**** Rock's Law Theme From "The Confidant" (Chappell, ASCAP)—**** Flying One Rainbow (Studio, BMI) (2:40), CHESS 1879

CHRISTMAS

NINA & FREDERICK
**** Mary's Boy Child (Schumann, ASCAP) (2:14) —**** Little Donkey (Chappell, ASCAP) (2:08), LAURIE 3079

JACK SCOTT

**** There's Trouble Brewin' (Hazel Park, BMI) (2:30)—**** Hoyle Beta Slide (Hazel Park, BMI) (2:48), GROOVE 0027

LLOYD PRICE

**** Auld Lang Syne (Prison, BMI) (2:12)—**** Merry Christmas (Prison, BMI) (2:56), DOUBLE 1 718

JIM REEVES

**** Auld Christmas Card (Southern, ASCAP) (2:44) —**** Santa Claus (Western Hills, BMI) (2:30), RCA Victor 8252

ARTHUR LYMAN GROUP

**** The Little Drummer Boy (Arves, BMI) (2:30)—**** We Three Kings (Arves, BMI) (2:45), HI FI 5063

SASCHA BURLAND & THE SKIP-JACK CHOIR

**** Have Yourself a Merry Little Christmas (Felt, ASCAP) (2:11) —**** The Chicken Are in the Chimes (C-Her Services, BMI) (2:59), RCA VICTOR 8277

FRANK SINATRA

**** Have Yourself a Merry Little Christmas (Felt, ASCAP) (2:16)—**** How Shall I Send Them (2:49), REPRIS 243

JACK HALLORAN SINGERS

**** What Can I Give Him (Whitman-Bus, ASCAP) (2:38)—**** The Christmas Star (Whitman-Bus, ASCAP) (2:09), REPRIS 245

COUNTRY

LEFTY FRIZZELL

**** When It Rains the Blues (Painted Desert, BMI) (2:45)—**** Sadness, Hickies (Tree, BMI) (2:08), COLUMBIA 42304

BOBBY EVYKES

**** I Should Start Running (Starkey, BMI) (2:40)—**** Good Girl Bad Steady, BMI (2:35), STARDAY 654

CLYDE MOODY

**** Nobody's Business (Starkey, BMI) (2:30)—**** Wading in the Arms of a Friend (Starkey, BMI) (2:17), STARDAY 653

RHYTHM & BLUES

SONNY BOY WILLIAMSON

**** Tryin' to Get Back on My Feet (Arc, BMI) (2:07)—**** Decoration Day (Arc, BMI) (2:42), CHECKER 1665

JIMMY NELSON

**** Tell Me Who (Longhorn, BMI) (2:30)—**** Her Last Bye Bye (Longhorn, BMI) (2:12), CHESS 1877

SPIRITUAL

GOLDEN TRUMPETS

**** Working Below (Excellorec, BMI) (2:44)—**** We All Need Jesus (Excellorec, BMI) (2:18), NASHBORO 795

BADJO FOUR

**** On My Journey Now (Rabbie, BMI) (2:40) —**** Believe Every Word He Says (Excellorec, BMI) (2:52), NASHBORO 797

THE SILVER BELLS

**** Some Day You'll Miss Me (Excellorec, BMI) (2:33)—**** Lord Sing By Here (Excellorec, BMI) (2:52), NASHBORO 798

BONITA CANTRELL

**** I Hear You Jean (Excellorec, BMI) (2:39)—**** God's With Me Every Day (Excellorec, BMI) (2:31), NASHBORO 794

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Record Industry Association of America
 based on shipment of million dollar LP's.

Rank	Weeks on Chart	Title, Artist, Label	Rank	Weeks on Chart	Title, Artist, Label	Rank	Weeks on Chart	Title, Artist, Label	Rank	Weeks on Chart	Title, Artist, Label
1	2	THE SINGING NUN	5	34	THEMES FOR YOUNG LOVERS	25	101	THE SINGING NUN	44	109	SONGS I SING ON THE JACKIE GLEASON SHOW
2	1	IN THE WIND	7	52	THE GREAT ESCAPE	12	102	IN THE WIND	45	110	STORY TELLER—WANT TO GET OFF
3	3	THE SECOND BARBARA STREISAND ALBUM	13	71	RAMELIN' ROSE	64	103	THE SECOND BARBARA STREISAND ALBUM	55	111	CAMELOT
4	5	PETER, PAUL & MARY	85	67	THESE LAZY-HAZY CRAZY DAYS OF SUMMER	23	104	PETER, PAUL & MARY	56	112	DEEP PURPLE
5	4	TRINI LOPEZ AT PJ's	16	60	JOHNNY	16	105	TRINI LOPEZ AT PJ's	26	113	BLUE GENE
6	6	ELVIS' GOLDEN RECORDS, VOL. 3	10	50	SURFIN' U.S.A.	32	106	ELVIS' GOLDEN RECORDS, VOL. 3	3	114	JAZZ SAMBA
7	12	WEST SIDE STORY	111	72	THE BEST OF THE KINGSTON TRIO	10	107	WEST SIDE STORY	65	115	JOHNNY'S NEWEST HITS
8	8	SINATRA'S SINATRA	10	66	BANNED IN BOSTON	8	108	SINATRA'S SINATRA	34	116	NIGHT BEAT
9	10	THE BARBARA STREISAND ALBUM	35	30	THIS IS ALL I ASK	10	109	THE BARBARA STREISAND ALBUM	13	117	BLUSH
10	13	INGREDIENTS IN A RECIPE FOR SOUL	15	46	SEPTEMBER SONG	20	110	INGREDIENTS IN A RECIPE FOR SOUL	2	118	WASHINGTON SQUARE
11	18	THE JAMES BROWN SHOW	24	45	KNOCKERS UP	161	111	THE JAMES BROWN SHOW	3	119	THE SONGS I LOVE
12	11	MOVING	47	82	OLIVER	58	120	MOVING	12	121	FOUR STRONG WINDS
13	9	PAINTER	9	26	GREAT SCENES FROM GERSHWIN'S PORGY & BESS	10	121	PAINTER	6	122	THE BEST OF THE CHAD MITCHELL TRIO
14	20	WASHINGTON SQUARE	6	68	I WANNA BE AROUND	36	123	WASHINGTON SQUARE	11	124	THE VERY BEST OF CONNIE FRANCIS
15	16	ROBEY COULET IN PERSON	8	57	SCARLETT O'HARA	38	125	ROBEY COULET IN PERSON	6	126	ELECTRODYNAMICS
16	17	BYE BYE BIRDIE	33	78	HERE'S LOVE	4	127	BYE BYE BIRDIE	5	128	CHUCK BERRY ON STAGE
17	19	JOAN BAEZ IN CONCERT	59	77	THIS TIME BY BASIE: HITS OF THE 30's AND 40's	21	129	JOAN BAEZ IN CONCERT	16	130	FRANK FORTINAE SINGS LIKE CRAZY
18	23	DAYS OF WINE AND ROSES	7	90	ROCKIN' THE BOAT	5	131	DAYS OF WINE AND ROSES	2	132	THE WHAM OF THAT MAN
19	27	BACH'S GREATEST HITS	34	69	LET'S GO	15	133	BACH'S GREATEST HITS	25	134	TODAY'S ROMANTIC HITS
20	35	JOAN BAEZ, VOL. II	106	70	THE IMPRESSIONS	15	135	JOAN BAEZ, VOL. II	1	136	BUDDY HOLLY'S STORY
21	22	LAWRENCE OF ARABIA	41	86	THE SMOTHERS BROTHERS AT THE PURPLE ONION	22	137	LAWRENCE OF ARABIA	152	138	STREETS I HAVE WALKED
22	37	MARIA ELENA	22	89	MALA FEMMINA & CONNIE'S BIG HITS FROM ITALY	8	139	MARIA ELENA	25	140	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II
23	25	THE FRETWEELIN' BOB DYLAN	14	88	ELLA & BASIE	8	141	THE FRETWEELIN' BOB DYLAN	2	142	CRISS CROSS
24	24	I LEFT MY HEART IN SAN FRANCISCO	75	107	IN DREAMS	17	143	I LEFT MY HEART IN SAN FRANCISCO	58	144	HEAVY WAVE
25	54	WIPE OUT	18	85	PRISONER OF LOVE	11	145	WIPE OUT	2	146	GREATEST AMERICAN WATERS
26	15	MONDO CANE	21	84	SEVERAL SHADES OF JADE	11	147	MONDO CANE	3	148	BLOWN IN HOLLYWOOD
27	38	CATCH A RISING STAR	5	106	THE CLANCY BROTHERS & TOMMY MAKEM IN PERSON AT CARNegie HALL	4	149	CATCH A RISING STAR	20	150	PROVIN' IN THE WIND
28	39	ROY ORBISON'S GREATEST HITS	67	101	SEVEN STEPS TO HEAVEN	3	151	ROY ORBISON'S GREATEST HITS	18	152	THE SUBURBAN PLAY
29	43	HOLLYWOOD—MY WAY	17	83	GENE PITNEY SINGS WORLD-WIDE WINNERS	19	153	HOLLYWOOD—MY WAY	2	154	FREEBORN MARCH ON WASHINGTON—August 28, 1963
30	41	LITTLE DEUCE COUP	5	34	PETER NERO IN PERSON	14	155	LITTLE DEUCE COUP	5	156	TODAY'S BEST SONGS—VOL. 7
31	40	SUGAR SNACK	36	54	THE SOUND OF MUSIC	207	157	SUGAR SNACK	8	158	PAUL ANKA'S 21 GOLDEN HITS
32	48	THINK ETHNIC	36	56	BIG FOLK HITS	207	159	THINK ETHNIC	23	160	OLDIES BUT GOODIES, VOL. 5
33	29	MY SON, THE NUT CRACKER	18	86	CALL ON ME	22	161	MY SON, THE NUT CRACKER	9	162	DANCE
34	32	BLUE VELVET	18	115	JOAN BAEZ IN CONCERT	18	163	BLUE VELVET	9	164	WONDERFUL WORLD OF JULIE LONDON
35	30	MOON RIVER & OTHER GREAT MOVIE THEMES	83	99	THE BEST OF JOAN BAEZ	3	165	MOON RIVER & OTHER GREAT MOVIE THEMES	3	166	MORE
36	40	HOW THE WEST WAS WON	34	113	THE WORLD OF MIRIAM MAKEBA	3	167	HOW THE WEST WAS WON	54	168	THE NEW CHRISTY MINSTRELS
37	36	GOLDEN HITS OF THE 4 SEASONS	14	100	BROTHER JACK McDUFF LIVE	5	169	GOLDEN HITS OF THE 4 SEASONS	46	170	SHIRLEY'S GREATEST HITS
38	53	ANNETTE'S BE PARTY	17	108	I AM THE GREATEST	151	171	ANNETTE'S BE PARTY	13	172	JUST KIDDIN' AROUND
39	45	SUNNY SIDE	17	98	NUMBER 1 HITS, VOL. 2	5	173	SUNNY SIDE	1	174	WONDERFUL WONDERFUL
40	49	JOAN BAEZ, VOL. I	93	103	POOL BRITANNIA	8	175	JOAN BAEZ, VOL. I	25	176	SO MUCH IN LOVE
41	28	TWO SIDES OF THE SMOTHERS BROTHERS	51	104	CRY BABY	2	177	TWO SIDES OF THE SMOTHERS BROTHERS	19	178	LITTLE TOLU PLAT
42	28	LANGUAGE OF LOVE	17	141	LIGHTS OUT, SWEET DREAMS	2	179	LANGUAGE OF LOVE	47	180	MY SON, THE CELEBRITY
43	29	JOHNNY'S GREATEST HITS	292	—	MORE TRINI LOPEZ AT PJ's	1	181	JOHNNY'S GREATEST HITS	2	182	LIVE FROM THE BROOKLYN CO-MURRAY
44	70	MONEY IN THE MOUNTAIN	11	—	WEST SIDE STORY	165	183	MONEY IN THE MOUNTAIN	30	184	SHANGRI-LA
45	33	MY ROYALTY'S	11	105	HEAVENLY	220	185	MY ROYALTY'S	8		
46	64	CHAD MITCHELL TRIO SINGIN' OUR MIMICRY	5					CHAD MITCHELL TRIO SINGIN' OUR MIMICRY			
47	32	MODERN SOUND IN COUNTRY & WESTERN MUSIC	86					MODERN SOUND IN COUNTRY & WESTERN MUSIC			
48	63	BROADWAY—MY WAY	36					BROADWAY—MY WAY			



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POP SPOTLIGHT

GOLDEN SOUVENIRS

Various Artists, United Artists UAS 3317 (M); UAS 8377 (S)

Here's a real basketful of goodies, some of them quite recent. LP contains tracks by a wide variety of artists with leading singles' hit entries, coming from the E-Z's, "Let Me," Sam Cooke's "I've Love Never Runs Smooth," and Jay and the Americans, "Only in America."



JAZZ SPOTLIGHT

THE JAZZ CRUSADERS

Various, Pacific Jazz Records PJ 76 (M)

The Crusaders are off and twining again with a live LP that has just received top potential. The album is a smoothly paced affair that features the jazz souling group in a variety of material, at least one of which is culled from today's pop hit list: "Broadway" (the Drifters' hit) and "Greenback Dollar" (Kingston Trio) are two of the tracks.



JAZZ SPOTLIGHT

TIMELESS

Gerry Mulligan & Chet Baker Pacific Jazz PJ 75 (M)

Although Chet Baker is gone from the American scene he is far from forgotten as an all-time live great. Baker and Mulligan are joined by Chico Hamilton, Shelley Manne and others in 12 sides recorded back in 1952 on the Mulligan Quartet, featuring Baker, was at the peak of popularity. A big live time, spotlighted in this set are "Love Me," "The Fussy Valentine" and "The Third Time a Lady" - timeless jazz that should be welcomed by one and all.



JAZZ SPOTLIGHT

BARFLOO SUNDAY BLUES

Ramsey Lewis Trio Mercury Lewis LP 723

Ramsey Lewis treats the music with great care, never allowing his piano to overshadow the character of each tune. A strong blues feel permeates each selection and is particularly pronounced on the performance of "Lonely Avenue." Lewis also allows a more innuendé group in his playing of "Salute to Ray Charles." The LP should find supporters among R&B devotees as well as jazz buffs.



CLASSICAL SPOTLIGHT

IL TROVATORE

Verdi: Il Trovatore Deutsche Grammophon SLPM 13277 (S)

The ever-popular Verdi opera "Il Trovatore" is performed by an outstanding cast including Antonietta Dufla, Furica Costo, Carlo Bergonzi, Ettore Mannin and Tullio Serafini. A booklet of the opera highlights is also included. The choral and orchestra of La Scala, Milan, backs up the cast. The stereo is especially well handled on this one.



CLASSICAL SPOTLIGHT

SVIATOSLAV RICHTER ON TOUR

Deutsche Grammophon LPs 84 849 (M); SLP 128 849 (S)

The Russian-born pianist has traveled the world over playing concerts. His concerts in the United States were well received by the public and critics alike and did much to popularize his name here. Richter's mastery is evident with his performances here of Chopin, Debussy and Scriabin. A strong package.



COUNTRY SPOTLIGHT

GEORGE JONES & MELBA MONTGOMERY

United Artist UJA 3301 (M); UAS 4301 (S)

Here's a powerhouse album by this great country singing duo. Included are some of their latest, new, chart tunes, such as "We Almost Have Been Out of Our Minds" and "The Heart of the Matter." The album carries more than 14 worth of heretofore and should be a big seller on the rural market.



CHRISTMAS WITH THE MIRACLES

Special holiday wishes package from the singing vocal group from Detroit. The sound that has made the group and the album used as a setting for some really well-known, soul favorites like "White Christmas," "Santa Claus Is Coming to Town," "Let It Snow" and "Winter Wonderland."

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

JOAN BAEZ IN CONCERT, PART 2

Vanguard VRS 9113 (M); VSD 2123 (S)

MORE TRINI LOPEZ AT P.J.'s

Reprise 6103 (M); SS 4163 (S)

TODAY'S ROMANTIC HITS—FOR LOVERS ONLY

Jackie Gleason, Capitol W 1978 (M); SW 1978 (S)

★ NEW ACTION LP's

These new albums, not yet on Billboards' Top LP's Chart, have been reported getting along sales action by dealers in major markets.

CURB YOUR TONGUE, KNAVE! . . .

Smothers Brothers, Mercury MG 20662 (M); SR 60662 (S)

CHECKERED FLAG . . .

Dick Dale & His Del-Tones, Capitol T 2002 (M); ST 2002 (S)

CONCERT FOR LOVERS . . .

Ferrante & Teicher, United Artists UAL 3315 (M); UAS 4315 (S)

NIGHT TRAIN: THE OSCAR PETERSON TRIO . . .

Verve V 8538 (M); BV-8538 (S)

HOT ROD RALLY . . .

Various Artists, Capitol T 1997 (M); ST 1997 (S)

TWELVE STRING GUITAR, VOL. II . . .

Folkswingers, World Pacific WP 1814 (M); ST 1814 (S)

WE SHALL OVERCOME . . .

Pete Seeger, Columbia CL 2101 (M); CS 890 (S)

HOT ROD CITY . . .

Various Artists, Vaul LP 104 (M); (No Stereo)

BILL COSBY IS A VERY FUNNY FELLOW RIGHT

Warner Bros. W 1518 (M); WS 1518 (S)

THE SOUND OF THE WONDERFUL TIMES . . .

Parkway P 7038 (M); SP 7038 (S)

THE PAGE 7 . . . AN EXPOSITION IN POP MUSIC . . .

Page Cavanaugh, RCA Victor LPM 2734 (M); LSP 2734 (S)

JOSE JIMENEZ IN JOLLYWOOD . . .

Bill Dana, Kapp KL 1332 (M); KS 3332 (S)

TAKE TEN . . .

Paul Desmond, RCA Victor LPM 2569 (M); LSP 2569 (S)

MAKE THE WORLD GO AWAY . . .

Timi Yuro, Liberty LRP 3319 (M); LST 7319 (S)

HERBIE MANN LIVE AT NEWPORT . . .

Atlantic 1413 (M); SD 1413 (S)

MARIA ELENA . . .

The SQ Quilars of Tommy Garrett, Liberty LHM 12030 (M); LSS 14030 (S)

BEST OF JUDY GARLAND . . .

Decca DEX 1701 (M); DEX 1712 (S)

IT'S A MAD, MAD, MAD, MAD WORLD . . .

Sound Track, United Artists UAL 4110 (M); UAS 5110 (S)

BRANDENBURG GATE: REVISTED . . .

Dave Brubeck Quartet With Ork, Columbia CL 1963 (M); CS 8763 (S)

YOU CAN NEVER STOP ME LOVING YOU . . .

Johnny Tillson, Cadence CLP 3067 (M); CLP 25067 (S)



SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve exposure and which would have commercial success within their respective categories of music.



POP SPECIAL MERIT

THE ROUTERS PLAY 1942'S GREAT INSTRUMENTAL HITS

Warner Bros. W 1524 (M); WS 1524 (S)

Here's the instrumental group waiting and playing it pretty hot on some of this year's most popular tunes. The lads move quickly from waltz, to folk and back, to play such hits as "Washington Square," "Maria Elena," "Memphis" and "Waterloo."



POP SPECIAL MERIT

MAINE BALLARD'S BIGGEST HITS

King 867 (M)

The multi-talented artist waits out with the songs that have made him famous. Included, the 12 cuts, is Maine's famous "Waltz," which achieved for him his due as a writer and performer. Among other top Ballard ballads are "Let's Go" and "Chicago" and "The Merry Men." The album is on hand to provide the background support.



POP SPECIAL MERIT

HERE'S LOVE

Merrill Station Voices Columbia CL 2099 (M); CS 8899 (S)

Merrill Station is one of the top vocal arrangers on the current scene and as he has done with earlier albums on Epic he has done with "Here's Love" with the current "Here's Love." Merrill's winners' current "Here's Love" from the show, including "One with an oldie borrowed for the show," "The Merry Men" and "Let's Go." The latter has a chance of good air play in coming weeks.

(Continued on page 27)

Charlie Rich Ends Tour

MEMPHIS — Charlie Rich, recording star RCA Victor has been building up in recent months, returned to Memphis this week (26) after a 12-day tour of cities in the East and Midwest promoting his latest single, "Big Boss Man."

Rich appeared on the Dean Griffith record hop in Washington, the Buddy Dean TV show in Baltimore, the Mike Douglas TV show in Cleveland, and the Clark Race TV show in Pittsburgh.

Rich also made appearances in Milwaukee, Chicago, Indianapolis and Cincinnati. Rich was accompanied by his personal agent, attorney Seymour S. Rosenberg of Memphis.

Arbor Switch Date Dec. 1

HOLLYWOOD — December 1 is the date set for the take-over of Arbor Records by contractor Bill London, Jackie Mills, a.k.a. head of the label, told Billboard last week. Attorneys are currently going over the label's books prior to signing the final papers. London is buying the controlling stock owned by Fred Astaire, whose dislike for rock and roll music is the prime reason he is unloading his stock. Mills is currently negotiating with several new pop artists and will shortly announce new acquisitions to the Arbor roster.

BIG 3 GETS OLYMPICS

NEW YORK — The Big 3 publishing firm has acquired the rights in the U. S. for the official music for the 1964 Olympic Games. Games will be held in Tokyo and will be banded overseas by Big 3 affiliates. An original Japanese version of the main song, "The Olympic Song" has been released here and abroad as sung by Kyu Sakamoto to on Capitol and other EMI affiliate labels. English lyrics are being worked on by the Big 3.

George Curtiss Starts New Label

NEW YORK — A new label, Eurotone International, Limited, has been formed by George Curtiss, former president of Buckingham Records. The new label will specialize in international records exclusively. First release includes two Polish polkas, two Hungarian and one Lithuanian LP.

Distributors so far are Beta Records here; Alsam in Philadelphia; John O'Brian, Milwaukee; Record Distributors, Chicago; Eastern in Hartford, Conn.; John Penney, Boston; Fenway, Pittsburgh; Ideal Products, Newark; Marshall Enterprises, Baltimore, and Mainline in Cleveland.

CLIFF DROPS OVER: Epic Recording artist Cliff Richard, who was recently in the U. S. for the Ed Sullivan show, was the subject of a lot of attention at a cocktail party thrown in his honor. Among the guests were singers Teri Thornton and Georgia Brown, plus the sing-along maestro himself, Mitch Miller.

MUSIC AS WRITTEN

NEW YORK

Woody Herman and ork, currently blowing at the Metropole on Broadway, recorded a follow-up album to his chart-making "Encore" album this past Wednesday through Friday. Herman will continue to put an emphasis on top pop good music tunes played with a big band sound. Records were cut at A.R. Studios. . . . New, larger location for Pan American Record Supply is on Kalmath Street, Denver. . . . Errol Garner melody has been put to words by Ray Heppen. It's called "No More Shadows." Heyman also was hired by Famous Music to put words to the Garner theme from "New Kind of Love." Tune has been retitled "All Yours."

Tenor saxist Bud Freeman did the score for NBC-TV special December 15 called "The Making of a Pro." Allan Sherman was responsible for getting Bruce Howard on Stereodiscs last week. . . . Lenny Welch moved to tour with the Army. He's booked for two years. . . . Ray Bolger, currently available on Acoustic Records disk "L-31 Elfy," will appear in Macy's Thanksgiving Day parade. . . . Bob Gardiner, Mills Music ad and publicity man for past four years, goes into concert management and publicity at the end of the month. . . . Meredith Wilkon wrote special tune for the film version of his Broadway hit "The Unsinkable Molly Brown." Tune is called "He's My Friend" and the picture is an MGM release.

JACK MAHER

PHILADELPHIA

Local attorney Robert Borden, who has co-sponsored jazz and folk music concerts here in the past, makes his solo leap as a concert promoter in presenting Bill Crosby and the Big 3 at the Academy of Music on February 21; following on the same stage on April 24 with the Chad Mitchell Trio. . . . Jack Howard, who used to have his own Cow-boy Records label some years back and has since been identified with the cowboy music and Western field as promoter and booker, teams with theater owner Ruben Shapiro to establish a combined Alvin Karpis & Music Publishing Company.



MEN WHO READ
BUSINESS PAPERS
MEAN BUSINESS

Phil Jaye and Esther Halpern will headline the first "bootstrapper" being staged at Temple University's Mitten Hall on December 14 under fraternity sponsorship.

MAURIE H. ORODENKER

HOLLYWOOD

Moonglow Records has signed three new artists and has resided debut singles for them all. Talent includes Tommy Mooney, Don Napoli and the Emeralds. Classical pianist Alfred Forber made his U. S. video debut Wednesday (20) on the Steve Allen show. . . . New members of Ted Fieger's Liberty promo staff are Gerry Labovici in Detroit and Ed Kalika in Washington. . . . Warner Bros. pit has nine composers writing film scores. . . . Frankie LaRue had trouble with his Italian in cutting "Don't Make My Baby Blue" for release in Italy, but breezed through the German and Spanish versions, according to his press agent.

ELIOT TIEGEL

Symphony Artists Get Raise in L. A.

HOLLYWOOD — Threat of cancellation of the 1963-1964 Los Angeles Symphony concert season was averted last week when the Southern California Symphony Association and AFM Local 47 agreed on new salary terms.

Minimum weekly salaries were upped from \$147.50 to \$157.50 for the current season; \$167.50 for 1964-1965 and \$185 for the following year. Yearly minimums were upped from \$5,015 to \$6,840. A one-week vacation paid at the minimum scale was also provided.

The new contract extends the 1963-1964 season from 35 to 38 weeks. Current season opened Thursday (14), two days after the union membership ratified the Association's proposals. Talks had been going on for the past month, with the Symphony Association stating it felt the musicians should earn a higher wage, but emphasizing it hadn't the finances to warrant any increase.

Bill Nieman Weds

HOLLYWOOD — Bill Nieman, Liberty's ad director and Edith Ford, United Air Lines employee, were married Wednesday (20) and then took off on a honeymoon trip to Southern Europe.

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Triton Lopez King 863 (M)

COUNTRY

TRUCK DRIVER SONGS

Various Artists, King 866 (M)

RAILROAD SONGS

Various Artists, King 869 (M)

FOLK

DEAN & WOLF/FOLK SWINGER
Arise LP 40M

WORKOUT

The Knott Lick Upper 10,000, Mercury S 84052 (S); MG 38652 (M)

FOLK SONGS

Vic Ballam, Lido L 34

SAN FRANCISCO RAY BLUES

Jesse Fuller, Prestige Folklore 14006

JOHN WHITE THE BEGINNING,

Vol. 2
Mercury SR 60821 (S); MG 38621 (M)

RHYTHM & BLUES

FOLK FESTIVAL OF THE BLUES
Various Artists, Arise LP 4031 (M)

JAZZ

NEVER LET ME GO

Stanley Turrentine & Various Artists
Blue Note 6129

STEEL GUITAR JAZZ

Buddie Emmons, Mercury SR 60843
(S); MG 38643 (M)

CHRISTMAS

MELE KALIKIMAKA (Merry
Christmas)
Arthur Lyman, Lido L 1018 (M)

LATIN AMERICAN

CANDELA
Luis Kadoff V San Alejandro Doin-
cense, Remo LPR 1509 (M)

GOSPEL

VIC BELLAMY SINGS THE GOSPEL
Lido L 33THE FLORIDA BOYS SING AT
CARNEGIE HALL

Songs of Faith 50F 113

INTERNATIONAL

YIDDISH MAESTRO PLEASE
Feder Suters, United Artists UAL
3227 (M); UAS 6227 (S)TAVERN SONGS OF OLD LONDON
Stanley Holloway, Decca DL 74622
(S)

RELIGIOUS

THE LORD IS ONE
Chorus of the Israeli Temple of Milan.
Remo RR 15092

FOR GOD AND COUNTRY

Faye Burdenson, Word W 3154

SINGS A HAPPY SONG:

Cam Florio & the Continentals, Word
W 3270IN TIMES LIKE THESE . . .
L. T. Adams & the Men of Texas,
Word W 3178

GOSPEL

LISTEN TO THE MORNING STARS
OF SAVANNAH, GA.
Checker LP 10007 (M)

LOW PRICE POPULAR

MOST-REQUESTED ORGAN
FAVORITES
Jack Ward, RCA Camden CAL 779
(M); CAS 779 (S)

CHILDREN'S

WALT DISNEY'S TALES OF UNCLE
REMUS AND OTHER SELECTIONS
Various Artists, Capitol J 3265

LOW PRICE CHILDREN'S

WOODY WOODPECKER
Golden LP 113

THREE-STAR ALBUMS

The following rating indicates mod-
erate sales potential while each record's
sales category.

POPULAR

HEARTACHE BY THE DOCKEN
Champ Butler, Gillette LP 634
AN AFFAIR OF THE HEART
Jason Blake, Bore LP 54070 (M); BN
54070 (S)

LIVE . . . AT "THE LOSERS"

Don Williams with the Bill Marx Trio.
Vee Jay VJ 1070ASBY THAT GOOD HEVENS!
Ray Rivers, Merry-Go-Round FKM 718

HOTTENAWY HIT PARADE, VOL. 1

Case Gay Trio, Novel N 100

JAZZ

LOOK OUT LOOK OUT
Red Hold, Arzo LP 106

CLASSICAL

MODERN SYMPHONIES
Various Philharmonic Orchestras (Ker-
nell), London CM 9354 (M); CS 6354 (S)

FOLK

SING SONGS OF THE NEW LOST CITY
RAMBLERS
Arise LP 1009 (M)

SACRED

GOSPEL FAVORITES
The Tull Tule Singers, Arise LP
1003 (M)

BAND

BARABAS POLICE BAND

OBS 8148/8149 (M)

SPIRITUAL

IN SERVICE
Metropolitan LP 1001THE TRUTH HEARING OF CHRISTMAS
Don Reno & Red Bentley, King 874 (M)

POLKA

SAILANDO POLKAS
Burland, Victor de Transilvan, RCA
Victor MKL 1510 (M); MKS 1510Admiral Says
Profits Up

NEW YORK—Admiral Corporation has reported increased sales and profits for the third quarter and for the first nine months of this year, according to Vincent Barreca, president. Increased civilian business has offset weaknesses in government electronic sales, Barreca said.

Earnings after taxes for the first three quarters were 78 cents per share, as against 23 cents per share last year. Profits after taxes for the third quarter were 18 cents per share this year, as against a substantial net loss for the period last year. Barreca said distributor to dealer movement of color TV has also shown gains with the firm's trail-blazing 11-inch portable, introduced earlier this year, back-ordered for the balance of 1983.

★ Star Performer on the Charts

(Selling in 37 Markets)

Our Warmest Thanks to the "Knights of the Turntables"

"POPSICLES AND ICICLES"

The Original Flavored Hit by

The Murmaids

Chattahoochee #628



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West Coast • National
A&R: K. V. Fowley

RUTH CONTE, Pres.
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Beverly Hills, California
CR 5-5021

DecJays: Extra Copies Upon Request



HITS OF THE WORLD

AUSTRALIA

(Courtesy Music Makers, Sydney)

*Denotes local origin

- This Last
Week Week
- 1 YOU'LL NEVER WALK ALONE—Gerrit and the Pacemakers (Parlophone) (Capitol)
 - 2 DO YOU LOVE ME—Brian Ferry (Decca)
 - 3 ROYAL TELEPHONES—Jimmy Little (Festival)
 - 4 I (WHO HAVE NOTHING)—Shirley Bassey (Columbia)
 - 5 WASHINGTON SQUARE—The Village Stompers (Epic)
 - 6 SUGAR SHACK—Jimmy Gliner (London)—Alberts (Capitol)
 - 7 DANCE ON—Kathy Kirby (Decca)—Alberts
 - 8 BLUE BAYOU—Roy Orbison (Monument)
 - 9 MARINA ELENA—Los Indios Tabajaras (RCA)
 - 10 DEEP PURPLE—Nino Tempo—April Stevens (Festival)—Albers
 - 11 BOSSA NOVA BABY—Elvis Presley (RCA)—Belinda
 - 12 HITTENMANN RHYTHM—Sheb Wooley (MGM)
 - 13 PATTED, TANTRED ROSE—Al Martino (Capitol)
 - 14 HANGON FIVE—The Deltones (Festival)—Easek

BRITAIN

(Courtesy New Musical Express, London)

(A) grade, but considered for publication by the New Musical Express

*Denotes local origin

- This Last
Week Week
- 1 SHE LOVES YOU—Beatles (Parlophone)—Northern Songs, Ltd.
 - 2 YOU'LL NEVER WALK ALONE—Gerrit and the Pacemakers (Parlophone)—Williamson
 - 3 DON'T TALK TO HIM—Cliff Richard (Columbia)—Belinda
 - 4 SUGAR AND SPICE—Scorchers (Pye)—Webb
 - 5 I'LL KEEP YOU SATISFIED—Brian J. Knight and the Dreamers (Columbia)—Feldman
 - 6 SECRET LOVE—Kathy Kirby (Decca)—Warner
 - 7 RE MY BABY—Bonnie Tyler (Polygram) and the Dreamers (Columbia)—Feldman
 - 8 BLUE BAYOU—Roy Orbison (Monument)—Auffrey-Rose Music
 - 9 MEMPHIS TENNESSEE—Chuck Berry (Py Int.)—Jewel Music
 - 10 MARINA ELENA—Los Indios Tabajaras (RCA)—Latin American Music
 - 11 BLOWN IN THE WIND—Warner Bros.—Blossom Music
 - 12 I'LL ALMOST TOMORROW—Mark Wymer (Py)—Mandel
 - 13 DO YOU LOVE ME—Brian Ferry and the Temptations (Decca)—Domination
 - 14 THEN HE KISSED ME—Crystal (London)—Taini Savile Row Music
 - 15 ONLY WANT TO BE WITH YOU—Dusty Springfield (Philips)—Springfield Music
 - 16 FOOLS RUSH IN—RCA (London)—Crescent Music
 - 17 YOUR MOTHER'S OUT OF CONTROL—Southern Music
 - 18 IF I HAD A HAMMER—Trini Lopez (Reprise)—Eneke Music
 - 19 I WANNA BE YOUR MAN—Ruthanne (Mercury)—Northern Songs, Ltd.
 - 20 MEMPHIS TENNESSEE—Chuck Berry (Py Int.)—Jewel Music
 - 21 I'LL ALMOST TOMORROW—Mark Wymer (Py)—Mandel
 - 22 DO YOU LOVE ME—Brian Ferry and the Temptations (Decca)—Domination
 - 23 THEN HE KISSED ME—Crystal (London)—Taini Savile Row Music
 - 24 ONLY WANT TO BE WITH YOU—Dusty Springfield (Philips)—Springfield Music
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 - 100 I WANNA BE YOUR MAN—Ruthanne (Mercury)—Northern Songs, Ltd.

27 DEEP PURPLE—Nino Tempo

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243 BEATLES HITS



SILVER BEATLES: Members of the Beatles, hottest British group, receive their silver LP awards from EMI chairman Sir Joseph Lockwood for sales well over the 250,000 mark on each of their albums "Please Please Me" and "With the Beatles." The latter award was given two weeks ahead of the release of the LP. Advance orders stood at an unprecedented \$45,000. At the same ceremony the group was given a miniature silver EP to mark sales of 400,000 for their first EP "Twist and Shout." The boys have racked up a total sale of over four million on the sum total of all singles, EPs and LPs.

U.N. LP Hit 1 Million Mark

OSLO.—The "All-Star Festival" LP sale, the world over, was about one million copies. The net income to the world's refugees around \$1 million, said Stanley Wright, information officer to the UN high commissioner for the refugees in Geneva—during a TV program in Oslo.

Secretary general of the Norwegian Refugee Committee, Wilhelm S. Bøe, told Billboard that in Norway the record was sold for 25 kroners (\$3.50), and the net income per record was 20 kroners (\$2.90).

The "All-Star Festival" sold around 55,000 copies in Norway. Large net income was possible because everybody—including the wholesalers and the retailers—refused to take any personal profit on the sales.

AUSTRALIA

'Matilda's Waltz' Whirls Industry

By GEORGE HILDER

19 Todman Ave., Kensington, Sydney, N.S.W.

W & G caused quite a storm in Melbourne with the release of a completely new "Waltzing Matilda." Using the original lyrics, the vocal group, the Seekers, have recorded a new version to a new tune and Radio Station 3AK, the radio outlet of General Television Corporation, presented the disk with their weekly award. In one afternoon the station reports in excess of one thousand listener telephone calls requesting details of the song.

With the opening date announced for February of the musical "Stop the World I Want to Get Off," which will have its premiere in Melbourne, Essex Music has lifted the restriction of the music from December 2. English Decca scheduled the release of the original London cast recording selections from the show plus two singles by Anthony Newley and Shirley Bassey.

E.M.I.'s Capitol label has four new singles by Bing Crosby, Andy Griffith, Kingston Trio and Bobby Darin. . . . London Records has another single deal release from Phyllis of Darlene Love's "A Fine Fine Boy." Epic Records rush releasing their version of "Washington Square. . . . Phillips rushed out "Dominique," by The Singing News, which is breaking out due to import air play in all States.

The 20th Century-Fox recording by Lena Horne of the highly controversial integration number "Now" seems set for a successful chart ride as import pressings of the number have received extremely favorable listener reaction. Col Joye, who recently created a Festival sales record with a package of oldies titled "Classics of Rock," is to release a second in the series aimed at the stomp field titled "Stomp Around the Clock."

Harry Wren is to promote Australia's first import Hoote-nanny Show through the Stadium circuit. Starting in the show will be Sheb Wooley, Freddie Morgan, the Gateway Trio and from New Zealand the Yemmen. Dates set for Sydney, December 6 and 7; Brisbane, 9; Adelaide 10, and Melbourne, 11 and 12. For next year Wren says he has signed folk singer Joan Baez.

Belinda Music (Australia), Pty. Ltd. and associated companies and Woomey Music Pty. Ltd. (the publishing house of W&G records, Melbourne), announce the conclusion of a new agreement whereby original works obtained by either in their respective areas may be submitted to the other for consideration and by the other States artists, and where records result through these activities the copyrights will be shared by the two houses. The agreement will be a great breaking down of the "Iron Curtain" which is so often evident between Sydney and Melbourne, and a matter for great satisfaction for Ron Gillespie of W&G, and Norman Whiteley of Belinda, who negotiated this new kind of alliance, which is only one of tremendous help to Australian writers and artists.

ARC will be launching their Palette label next week. The label will be given local identification. ARC has released the new Gene Pitney single "Twenty Four Hours From Tulsa." . . . The Kwik Four,

BLAME ANKA BOMB ON NEW PROMOTERS

BRUSSELS.—The Paul Anka tour in Belgium was not a success, because the Belgian organizers who were amateurs had to do things in a rush. Anka himself was better than ever before and enjoyed a big success with his fans, although he didn't seem too anxious to buy his latest record "Wonderous Are the Ways of Love." He will participate at this year's San Remo Song Festival.

Barclay Fetes Disk Dealers

BRUSSELS.—The most important event of the last few months was without doubt the reunion of some 500 record dealers from all over the country in the Hotel Metropole here for a supper by candlelight, organized by Eddie Barclay at the occasion of the creation of his own company in Belgium, Barclay Franco-Belge.

Also present were Barclay artists Gerard Mellet, Rachel, Le Petit Prince (11 years), Hugues Aufray, the Wichdoctors (from England), Evy and top star Jacques Brel, and from the Belgian Barclay staff, Peter Plum (a.k.a. man, commercial manager Brel (a well-known name in Belgian record business) and from the French Barclay staff, Eddie himself, Fernandez and J. Souplet. The show was presented by Raoul St. Yves and Jean Marais who speeches were held by Eddie Barclay and Jacques Souplet.

New Zealand instrumental group, have migrated to Australia and have settled in Sydney with a recording contract from EMI issued on the HMV label. A new Festival recording includes a new stamp disking by Johnny O'Keefe titled "Shake, Baby, Shake." Jimmy Little cut 12 tracks featuring inspirational religious numbers.

The first Liverpool song recorded locally by Paul Wayne on Leaden Records, "Don't Do That," by Les Van Dyke, has been banned by the Federation of Commercial Broadcasting Stations. . . . The disagreement between Belinda Music and Tu-Con Music over the control of the Jobete Music Catalog in Australia is at last resolved with Belinda getting most of the items. Tu-Con, however, retains "Do You Love Me," currently No. 1 in England by Anthony Poole, recorded by English Decca and released in Australia by EMI.

John Liebeck, a.k.a. for CBS, reports that he has signed Jimmy Steward to a long-term contract. Steward will be CBS's first local Country and Western artist.

BELGIUM

Discobel, Fonior Issue New Lopez

By JIAN TORRES

Stalvenbergvaart 37, Mechelen
A while back this column reported that Discobel had re-

International NEWS REPORTS

U. K. FIRMS SAY STAMPS ARE OUT

By CHRIS HUTCHINS

LONDON.—Two leading British record companies have joined the war which is currently flaring here over trading stamps. EMI and Decca have both issued statements to dealers reminding them of their obligation to sell records at retail prices—thereby tanning the stamps.

The EMI statement reads: "The issue of gift trading coupons to any customer in connection with the sale of any of our

products subject to retail price maintenance conditions is a breach of those conditions since in our opinion the gift coupon is a reduction in selling price."

Decca has taken a similar line and the company's statement adds: "The company has a duty to all its dealers to see that there is no unfair competition and will therefore take proceedings in any case brought to its notice."

As yet Pye and Philips have not made their policy toward the trading stamps known.

leased Trini Lopez' "Jeanie Marie" on the Imperial label. This caused some trouble over here, for at the same time Fonior (the distributors of the London label) had already bought the rights for distribution of this record in Belgium. Discobel had imported the record directly from Holland where it was distributed under the Imperial label. Now Fonior sells it.

The first EP by Trini Lopez has been released through Soccadic taken from Trini's LP "At PJ's."

Records by Adamo, Richard Anthony, Tony Bennett, Robert Cogoli, Cliff Richard and many others have been put aside until better times will have arrived. It is believed that these records will be brought out shortly so that dealers can make them his before the year end holidays.

Indeco introduced the famous RCA Dynagroove records. . . . Since all the Buddy Holly records are still doing fine, Semens released six old singles at the same time. All these records disappeared from the catalog, but demand for Holly disks still increases. These numbers were brought back. An Al Johnson al-

bum with evergreens was also issued.

With his two latest records, taken from the picture "D'ou viens-tu, Johnny," Johnny Halfday has again his place among the best sellers. "Ma guitare" and "Pour moi, la vie va commencer" are both hits. . . . Newcomers over here are "Headsche" by Ray Conniff and "Billy Butterfield" on CBS. "Applejack" by Jet Harris and Trini Meehan on Decca. "The Grass Is Greener" by Brenda Lee on Brunswick. "She's a Fool" by Lesley Gore on Mercury. "Crossfire" by the Orleans on Cameo-Parkway and "You'll Never Walk Alone" by Gerry and the Pacemakers on RCA.

RCA's "Christmas at the Pondauze" is the new album by the Bonanzas will be sold through the record dealers in the Flemish part of the country by a tie-in with Zondagavond, Gazet van Antwerpen, Gazet van Mechelen and Gazet, an important group of newspapers. Willy Roelens of RCA Belgium hopes to bring the "Bonanza" stars to Belgium on that occasion. Another RCA recording star is expected very soon: Little Peggy March, who

SAN REMO FIELD NARROWED TO 30

ROME.—Several surprises were contained in announcement of narrowing of San Remo entry list from 217 songs to 30. Another 10 will be dropped before the final entries are known. One notable casualty was Renato Rascel whose song is not on the list.

Still in the running is Domenico Modugno who intends to have France's Henry Salvador as his foreign counterpart; Pino Donaggio who will share with another French ace, Gilbert Bécaud; Gino Paoli whose mate will be Alain Barriere also of France; Tony Dallara who will be backed up by Ben E. King from the U. S.; Laura Villa whose partner is Germany's Peter Kraus; Milva paired with France's Dalida, and last year's winner, Tony Renis who would like Nat King Cole to join him.

Among those whose songs are out of the running are the highly regarded Peppino di Capri and the trumpet favorite Nino Rossy. Those whose numbers have been eliminated may, however, still compete with other compositions. The final choice will be made by the San Remo Casino management for presentation on January 30 and 31 with the finals on February 1.

will appear December 7 on TV's "Pro on Contr." . . . Peter Krueger recorded for Palette "Tokyo 64" and hopes that this tune will become the official Olympic Game march. . . . The R.T.B. (television) launched a new program: "Tube on bid," in which new records are played to an audience and a jury. Teen-agers and pros have to decide whether the record will

be a hit or a miss. Roland Kluger of the World Music circuit is production consultant. Palette Records records strong reaction and air play on the brand-new Monty Robson record, "Have Nagia." . . . Will Tuna's LP has just been released. Strong reaction on "Verlaten harten gebroken hart." This title will be released as a single. After 13 more concerts, Will

Tuna will go on with solo one-nighters. Intervox Music Companies moved to a new address in Antwerp and signed an exclusive recording contract with Jacques Raymond, one of Belgium's top talents. On the Discostar label another Intervox production has been released with big hopes for big sales: Will Sompel with "Cleopatra Holly Gully."

EIRE

Trini Album Up, Single Runs Down

By KEN STEWART
Iris, Times Ltd., Dublin

Shortly before Pye released "Lonesome Traveler" as a follow-up to Trini Lopez' smash "If I Had a Hammer," Solomon and Press issued "Jeanie Marie" on London, which was voted a "miss" on Gay Byrne's "Pickin' the Pops." Meanwhile, the Reprise album, "Trini Lopez at P.J.'s," is selling very well.

Telefis Eireann presented "The World of Benny Goodman," featuring the U. S. clarinetist's controversial visit to the Soviet Union. . . . "The One-Nighters," Peter Cushing's movie about Waterford's Royal Showband (of which recent Irish chart topper Brendan Boyer is a member) will be seen in cinemas as a main feature.

GERMANY

Electrola Execs Make U.S. Tour

By CHRISTIAN TOERSLEFF
48 Ullenhofen Weg
Hamburg 22

Dr. L. Veder, managing director, and A. Batzern, export manager of Electrola, returned from a two-week American tour. They visited in New York and in Toronto, the newly established import organization, which distributes German-made records with Electrola repertoire under the Odeon label. Veder also visited the Capitol headquarters in Hollywood and had talks with CBS, RCA Victor, MGM and Liberty.

The Teldec production by Paul Slattery with the Berlin instrumental group, the Magnets, have been released in the U. S. A. on London International Records. Salter's Spectra from Heino Gazes publishing company of Berlin made

a two-week tour to London and Paris for talks about Gaze compositions with Decca EMI producer Norrie Paramor, Chapell, Edition Pignatelli, Dr. Rolf Merbet and others. . . . Some 500,000 singles were sold by a festival winning title "Ich will 'nen Cowboy als Mann" sung by Gitta on Electrola.

Paul Anka will tour through Germany from February 25 until March 15 and will earn \$37,500 for the 20 days. . . . Ariola-Sonopress changed the name of the company to Ariola-Eurodisc. . . . Maurice Chevalier will tour several cities in January. In Saarbrücken a new big radio station will start January 1. It will only play light and dance music, and news and advertising spots. Musical director is Richard Krueger.

Werner Raschke, manager of the international pop repertoire department of Electrola, the German EMI associate, received a two-day visit from Jerome B. Thomas, international sales director of Liberty Records. Raschke also had talks with 20th-Fox's Steve Morrice. . . . "Twist and Shout" by the Beatles released here on Odeon label and reached No. 22 on the German charts. "Washington Square" by the Village Schemers was released on Electrola label. . . . H. A. Kirsten is the new managing director of the Miller International Company in Hamburg. . . . Ariola-Eurodisc presents a subscription of the opera "Die Meistersinger von Nürnberg," by Richard Wagner in the opening performance of the National Theater in Munich.

The subscription price is \$24.50 for a luxury album with five LP's. The album will be out on March 1, 1964.

HOLLAND

Dutch Pianist Wins Contest

By SKIP VOOGHD
Joh. Cammerius 189
The Hague

Dutch pianist Mariette Van Wijk took the second prize at the Grand Concours International de Musique in Geneva. First prize was not awarded.



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Miss Van Wijk is a student of Robert Casadesu.

Pin Boven is back in her native land after a tour of the States. She played with stars like Andrew Sisters, Louis Prima and Liberace and will appear in Rotterdam, Amsterdam, and Eindhoven and will also star in a TV show during the winter season. Boven, Bovenia president Gerry Oord and his son are on a visit of the States. . . . RCA Victor disks being given a good hearing in the country are Elvis Presley's "Bossa Nova Baby," the Los Indios Tabajaras U. S. hit "Maria Elena," Bobby Bare's "500 Miles," Little Peggy March cut her first German language single "Bobby Kust Wunderbar," and these Dutch RCA artists also have new singles Eddy Deever and the Black Arrows. Rita Pavone is also getting top action on her disks.

Dutch versions of German hits provided a comeback track for Annelie de Reuver. The Liberty label is also getting good action from Eddie Cochran. Bovenia pushes its own product on a sponsored radio show on the only commercial radio here, Radio Veronica. . . . A special LP has been issued to commemorate the 150-year anniversary of the Kingdom of the Netherlands. Dutch Decca will release recordings of the Willis Brothers.

A few days after the special benefit concert in behalf of the survivors of the earthquake that destroyed the city of Doussadj in Persia, Errol Garner was special guest star again on a Dutch TV show entitled "Scala." During his stay in Holland, the film "New Kind of Love" was shown. Garner wrote the music for the show. . . . Phonogram welcomed German TV producers at the Singer Concert Hall. . . . Laren, Phonogram's P.R.O. Jamp Stamer was host and introduced Dutch vocal top talent to the producers of Freies Berlin. The W.D.R. and the N.W.D.R. Stamer told Billboard that the contact had resulted in several excellent contracts, "and," he added, "Germany shows a growing interest for Dutch musical talent." The latest TV appearance of the Dutch vocal duo, The Blue Diamonds in Germany had resulted in strong sale of "Sukiyaki" in the German version.

In Holland Stateline now has The Shirelles, The Chiffons and The Four Seasons hitting. . . . Bovenia's Atlantic label rushed out "Deep Purple" by the singing duo April Stevens/Nino Tempo. . . . Arnone's subid Funkler Records is working overtime to meet the terrific de-

mand for Trini Lopez' Reprise etchings, especially the single "If I Had a Hammer," and the hottest LP on the market "Trini Lopez at P.J.'s." . . . The Gordy-Motown-Tamla line, released by Arnone's subid Funkler Records, is definitely breaking through in Benelux. Especially records of Little Stevie Wonder, The Miracles and Maribou and the Vandellas.

The secretary of the Holland Festival, Peter Diamond, told Billboard the 1964 Holland Festival will be held from June 15-July 15 and will be opened in The Hague. The Residency Orchestras will give some concerts, the Nederlandse Opera will present three operas.

The death of Edith Piaf has caused a strong demand in Europe for those recordings that made her famous in her earlier career. Columbia has again released some records and Philips released an LP album with such historic Piaf recordings like "Mon Legionnaire." The album (Les Grandes Chansons d'Edith Piaf) finds a ready market already in Holland, where Piaf was very much beloved.

tino," has done the score of "The Monsters" for RCA Italiana. . . . Cetra has taken the famous record of Nilla Pizzi, who was the top name in pop singing a decade ago, and put out a reconstructed LP of her best known hits. . . . New Tony Del Monaco combo has begun recording for RCA. . . . Nicola Arigliano's "If You Wish" is the Italian version of the Ray Charles hit, "Take the Chairs from My Heart." A disk from Haiti, "Ay-Bo-Le," is being pushed by Fred Bongusto, whose latest Ri-Fi LP is just out. . . . Voice is the latest with an album of "Celebrated Neapolitan Songs," this time by Lucio Veneri.

Newest record club sponsored by Voice Del Padrone requires purchase of three disks a year and offers dividends on a point system depending on prices. First purchase provides for three records for the price of one. . . . Ri-Fi has three of its young artists on the Rai "Gran Premio" competition in persons of Ivo Zanicchi, Antonella d'Agostino and Augusto Lannetto.

SPAIN

Musicians Get More Money

By RAUL MATAS

32 Ay Jose Antonio, Madrid 13

Musicians were granted a raise of \$2.33 per hour for recording sessions here. They were getting 140 pesetas an hour (\$2.33) and now they have a 280 pesetas (\$4.66) fee per hour.

Andre Kostelanetz will visit Spain before Christmas. Disraeli Tzomkian announced his plans to bring a musical variety show here with Barbara Streisand as soon as possible. . . . Los Cinco Latinos will tour Spain again on June 1964, and Enrique Guzman will close 1963's shower of stars. . . . "Hully Gully" is the local teen-age ever and Trini Lopez's "If I Had a Hammer" was recorded in Spanish by Los Tres Sadenianos.

Disc jockeys here anticipate the Hot 100 through RSI of Billboard. Some labels complain because listeners immediately ask for the new records and dealers demand urgent releases. This is an old and unresolved problem for various reasons. . . . When they finally do launch the song the time has come for newer tunes. Spanish record buyers are getting up to date and being more and more demanding.

Dion DiMud came here to promote his records with a couple of appearances on T.V. Pele de Rougemont (CBS) also flew in and presided at a party offered by Hispano. . . . Frankie Lane will also appear on Big Parade's TV show after the coming San Remo Festival where Lane will be a guest star. . . . Francalisco will also come back to Spain next year. . . . Juan Carlos Mareco (Pinocho) comes back to Spain with a musical show headed by the Mackie Mac's. . . . Fonogram pushing Polydor's Bert Kaempfert disk with "Danke Schon." . . . Better claims its new equipment is the most up to date in Spain. . . . Siboney Trio represented Spain at the Disc Gala in Holland. . . . Rival's tremendous hit "Cuando Calienta el Sol" won't be heard in Turkey by the hit makers because their Cuban passport are not honored in that land.

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• PROGRAMMING NEWSLETTER

EDITORIAL

Free Broadcasting

We are extremely fortunate in this country to have a free broadcasting industry so responsive and dedicated to the needs of the people.

The tragedy that struck us all on Friday, November 22, proved with little doubt that our nation's networks and independent radio and TV stations know how best to serve the needs of the people without being told.

The total coverage of the heart-rending three and one half days was a triumph in modern communications.

Never have so many people relied so heavily and completely on the broadcast media for vital information of world-shattering importance. They were not disappointed.

The broadcasting industry was instantly responsive, throwing its full and highly competent forces swiftly into gear. Station and network personnel remained at their assignments around the clock. Most managed only brief periods of rest during the more than 80 hours of uninterrupted coverage. The fierce competition that pervades within the field was turned into a potent force of co-operation to bring the American people the facts they so urgently needed.

Facilities were pooled, programs exchanged, and information centers established.

Radio and TV affiliates and independent stations subscribing to their own news services supplemented the networks' and other outstanding national coverage with exemplary programs and reports on the implications and ramifications of the death of President Kennedy on their own local communities.

Perhaps more than any other commercial industry in the United States, broadcasting sustained the greatest financial loss. Cancelled programs, the elimination of all commercials, added manpower and facilities, and other costs for nearly three and one half days of continuous coverage will run into the millions.

It is befitting at this point that we make special note of the radio and television stations and their dedicated personnel in the beleaguered city of Dallas, who unsparingly and resolutely responded to the near overwhelming demands for more and more coverage and information from all over the country.

This triumph in communications was not the proud achievement of a few stations or the networks, but rather the unselfish massive response of the entire free and independent broadcasting industry to the call of the nation.

Rap Diskery Distribution In Service to Stations

ROBERT LATIMER

DENVER—There is a serious need for national-level concave of record producers and broadcasting station heads on the matter of servicing stations properly, it was agreed by panelists on "Music Matters" at the Denver regional meet of NAB, November 21-22. Sitting in on one of the panel discussions were John Meagher of NAB; William Mundy of Warner Bros.; Hollywood; Jim my Adkins, KOA, Denver; Joe Kjaer, KSL, Salt Lake City; and Russell Shaffer of KBOL, in Boulder, Colo.

Projected by Adkins was the sharp trend toward buying of records by major stations because of dissatisfaction with the service provided by record distributors or companies. Adkins stated that KOA, as a 50-kw. station, is planning to solve the problem of record buying by having every disk programmed on the air.

Joe Kjaer of Salt Lake backed him up with the statement that KOA is already doing just that. Both men agreed that records received as a service by distributors or companies are generally in line with policy, that two-thirds of such records are useless, such as cheap comedy, live recordings of events, and roll, and Adkins pointed out that KOA will play no rock and roll, whatever, and definitely does not go by the popularity charts, as would be the case with other stations. The only one to exercise selectivity in matter stand now is to buy all records, he said. He pointed out that

many small-town or rural area stations get no service at all, the KOA panelists agreed that to send free records to those stations which give him the best play, Adkins cited Denver, with its 19 stations, 500 miles from the nearest major record producer, as typical, less than half of these receiving any record service whatever, and the others using only a small percentage of those received.

What is needed is some sort of standardized service, on an equitable basis, and better discrimination in the records provided, Adkins added. All members of the panel (Adkins sat in for Gene Gurfel of KOA, originally scheduled) agreed that a confrontation of record manufacturers by all major stations is a national symposium is likely to be the only practical solution to the problem.

Even Shaffer, representing KBOL in Boulder, stated that no records were being accepted on free distribution; if records used on their station is purchased.

William Mundy of Warner Bros. agreed that the problem was as outlined, and answered

(Continued on page 33)

Williams—KDKA's Man of Hour

(Another in a Series)

PITTSBURGH—Jack L. Williams has been program manager of KDKA radio since September, 1962. Williams was publicity director for the Pittsburgh 50,000-watt from June, 1955, through October, 1957, when he became advertising and sales promotion manager of WBZ radio, Group W's Boston station. For 18 months, before rejoining KDKA, he was assistant program manager of WBZ, specializing in documentaries and public service programming. He directed a staff of two producers, an average of two documentaries each month.

Williams has personally written and produced four docu-



JACK L. WILLIAMS

mentaries on Thoreau, two on mental health among children,

three on Suburbia, a number of "instant" new documentaries, and numerous "Program Film" features. He also introduced the "verite documentary" technique. Delta Club Award for public service production packages aired every hour on the half hour throughout the day. Honors have included the Ohio State University First Place Awards in both 1962 and 1963, and the Delta Club Award for Public Service in Radio Journalism in 1963. As program manager of the nation's "first commercial" radio station, Williams oversees the programming of one of the most respected and influential broadcast stations in the world.

PROGRAMMING NEWSLETTER

New Ideas Busting Into Radio

By BILL GAVIN
(Contributing Editor)

Ideas about radio production have changed considerably during the past decade. The traditional concept of the producer with his script and stop watch, has given way to new techniques in the production of record shows.

Formula disk jockeys, in competition with high budget live programs, were forerunners of modern production. (Buffalo Bob) Segal at WNY, Martin Block at WNEW, and Bill Randle at WERE were among the well known pioneers in the field of adding new dimensions of sound, color, illusion and suspense to the pedestrian routine of broadcasting phonograph records.

Today, when music and news stations are competing primarily against each other, rather than against star-studded network shows, it is through production ideas and techniques that stations attain that degree of individuality that differentiates them from their competitors. Formula radio pretty generally combines hourly five-minute news, periodic temperature reports and weather forecasts, frequent (and seemingly incessant) references to the station call letters, and upward of a dozen records each hour. From 10 to 15 minutes per hour are devoted to commercials.

By far the largest amount of today's radio production is devoted to the presentation of these ingredients. Station identification is made musicless via jingles. News is introduced by fanfares or jingles, and is occasionally interspersed with code or ticker sound effects, to create the illusion of world-wide and instantaneous coverage. Such features as the "discovery," and even time and weather, also have their own special themes and sound effects.

Production Outfits

Many of these production aids are packaged by large production outfits that specialize in these things. In New York and Hollywood, with their huge reservoirs of talent, provide the main sources of production packages, but non-union areas such as Texas offer lower cost packages. Increasingly good results, in a few cases, the program director deserves much credit for creative ideas that go into the jingle package, but



generally the production company originates the ideas and syndicates them in noncompeting areas. Packaged production outfits have been around for quite some time. More recently, the emphasis has been on local station production. A number of important stations now assign a full-time man to direct production and program planning. This is being placed on making individual disk jockeys responsible for production gimmicks on their own shows.

The station's production director is mostly occupied with recording station promotions and special features. He submits original ideas to his program director for handling contacts, beeper phone interviews, and other things, and so on. More and more, the production director is being made responsible for what is loosely called, for want of a better name, the station's "public image."

Challenge In Future

The disk jockey, as his own production man, faces the biggest challenge in the years immediately ahead. It is impossible to speak of d.j. production skills without mentioning the legendary Frank Ward, now station manager of WVON, Chicago. Stories are still told of Frank's console of four or five turntables, his chest music, his flawless timing and timing, and how he would generate a chair-always working on the beat. Several d.j.'s of more recent vintage learned their trade by watching and listening to him.

One program director recently told me: "I don't want my jocks to ad lib a good new idea. If they think of it during today's show, I tell them to hold it off and they'll work on it for tomorrow's show. That way, they'll always know how to handle it and whether it will really fit in."

This statement illustrates today's growing emphasis on the d.j.'s advance preparation for each show. The trend in today's radio, regardless of station music policy, is toward a greater accent on showmanship. The success of tomorrow's disk jockey is likely to be determined not by his talent or his selection of music, but on how he plans and presents each show. This medium, with tape cartridges, wild tracks, transcribed bridges and source effects, offers the listener a new flexibility and choice. How he selects and uses his materials will have much to do with his ability to attract a sizable audience.

Music and news and weather will continue to be, radio's main ingredients. Production offers the plus values that can make the difference.

RADIO REVIEW

Gershwin Special a Class Show

NEW YORK—WNBC radio aired recently a four-hour special to George Gershwin. The special was narrated by Wayne Howell and broadcast in two parts, two hours on two consecutive nights.

The extravaganza, produced by Lee Jones, WNBC's operations manager, told the story of the great composer with his own music and the recorded words of record producers. The program featured Gershwin, Irving Berlin, Irving Caesar, Paul Whiteman, Fred Astaire, and others talking of Gershwin's work and the show. Also featured was a rare recording of Gershwin him-

self playing his own "Rhapsody in Blue" plus a rehearsal scene of "Strike Up the Band" where Gershwin's voice was heard.

The show, which took Jones three months to research, record and edit, is loaded with the top Gershwin favorites as well as some of the composer's earlier songs which he never came into. Among them, "When You Want 'Em You Can't Get 'Em," "When You Get 'Em, You Don't Want 'Em," the first published Gershwin song.

Jones, who is currently working on similar special programs of music of Richard Rodgers, and other outstanding American

composers, is making the tapes available to any station requiring them. GIL FAGGEN

KENNEDY SHOW OFFERED AT NO STATION COST

NEW YORK—WLIB radio here put on a special 30-minute documentary entitled, "Kennedy and the Negro" during last week's offering. WLIB is offering the special program to all stations on a non-exclusive basis.

The documentary has so far been requested by WABQ, New York; WTKR, Norfolk, Va.; WACK, Atlanta, and WDAF, Philadelphia.

READY-TO-GO PROGRAMMING

Program directors and disk jockeys will find this material a ready source from which to build weekly programming periods. All that's needed are the disks from the station's record library.

BEST TRACKS FROM THE NEW SPOTLIGHT LP'S

These are the tracks selected for disk jockey programming by Billboard's reviewing panel as the most outstanding from this week's new LP Spotlights.

MIDDLE-ROAD SINGLES

Not too far out in either direction, the following singles, selected from the current Hot 100, are the most popular middle-road records of the week. Rank order here is based on relative standing in the Hot 100.

This Week	Last Week	From this week's Hot 100	Weeks on Chart
Week	Week	TITLE, ARTIST, LABEL	Hot 100
1	2	DOMINIQUE , Singing Nun, Philips 40152	5
2	1	I'M LEAVING UP TO YOU, Dale Gribble, MCA 921	10
3	—	YOU DON'T HAVE TO BE A BABY TO CRY , Carole King, Smash 1852	6
4	—	WASHINGTON SQUARE , Village Stompers, Epic 9617	12
5	5	SINCE I FELL FOR YOU , Lenny Welch, Cadence 1439	7
6	6	TWENTY-FOUR HOURS FROM TULSA , Gene Pitney, MCA 1034	8
7	16	THERE I'VE SAID IT AGAIN , Bobby Vinton, Epic 9638	12
8	4	MARIA ELENA , Los Indios del Norte, RCA Victor 8216	12
9	8	LIVING & LIE , Al Martino, Capitol 5060	7
10	9	HAVE YOU , Dupree, Cap 551	6
11	10	WIVES AND LOVERS , Jack Jones, Cap 551	5
12	19	POPKICLES AND KICKLES , Hermans, Chateaubain 628	3
13	7	500 MILES AWAY FROM HOME , Baby Jane, RCA Victor 8238	5
14	14	NORWICH MARY , Jeff Foxworthy, Amy 892	5
15	17	KAKAS CITY , Trini Lopez, Reprise 20236	5
16	15	YOUNG WINGS CAN FLY , Baby & The Dynamite, Kapp 559	4
17	13	THE MATADOR , Johnny Cash, Columbia 42880	7
18	20	TORN AROUND , Dick & Dee Dee, Warner Bros. 5396	3
19	18	STEWALL , Peter, Paul & Mary, Warner Bros. 5396	3
20	18	SHIRL GIRL , Wayne Newton, Capitol 5058	7

VOX JOX

By GIL FAGGEN

HURRAY! WMCA's (New York) morning mobster, Joe O'Brien shoved a hand grenade down the throat of the kid on the "more Park's Sausages, Mom" commercial (via sound effects) and pulled the pin. I'm for more violence TO commercials of this type!

KMO (Tacoma) is now sending their signal out 24 hours a day. Staffers are: Harry Holland (6-10 a.m.), newcomer, Dave Perry (10-3); Tony Brooks (3 to 5 p.m.), Ed Evans (5 to 10 p.m.), and Lonnie Bell (10-6) with his c.w. marathon.

KWBE (Beastie, Neb.) threw at "Coed Dance" (that's the kind I like) from their studios recently, featuring "Top 100 Music" (that's the kind I like, too). On hand were KWBE deejays: Jerry Wanek, Dean Keachly, Jim Hattenmaier, Ron Sehl, news director, Chuck Warren; program director, K.R. Knowles, and assistant manager, Arnie Holle.

vision Stations. Jones has served as executive program director for WFIL AM-TV, the Triangle Station in Philadelphia.

Mikki Martin to WARN (Ft. Pierce, Fla.) as program director.

Merle J. Levin named director of publicity and public relations for KVV radio (Cleveland, O.)



SEGUE

G. Lee Hartfield appointed vice-president and general manager of WTRY (Albany-Schenectady-Troy).

Junnie Jay Nelson has taken over as Radio CHUM (Toronto) Morning Mayor, replacing Al Boisika who has joined KEYE (same city) in wake-up slot.

Thomas B. Jones has been named to the newly created post of program co-ordinator of the Triangle Radio and Tele-

Steve Davis, formerly with KOL (Seattle), joins KEX that city for "NightSide" show aired 7 p.m. to midnight Monday through Friday.

CONGRATULATIONS! Barbara Harriott of WMCA's (New York) per department who departs the station shortly to have a baby. Mrs. Harriott's replacement is Barbara Caneva. Franz and Marty have real fine taste.

Dave Shaw, KOBE (Las Cruces, N. M.) air personality writes that he has recently been married to Jewel Scott and needs wax (for his top 40 show).



For Christmas Sales: 3 GREAT NEW PHASE 4 LP's on

Trademark Reg. U. S. Pat. Off.

LONDON *ffrr?*
FULL FREQUENCY RANGE RECORDING



GREAT STRAUSS WALTZES WERNER MÜLLER and his orchestra

Tales From the Vienna Woods; Acceleration Waltz; Roses From the South; You and You; The Kiss Waltz; Blue Danube; Vienna Blood; The Lagoon Waltz; The Emperor Waltz; Wine, Women and Song. The waltzes of Strauss have long been acknowledged as favorites throughout the world. Now, recorded in the magic of "phase 4" with maestro Werner Müller conducting his orchestra, we hear these sparkling waltzes with all the charm and brilliance as they have never been heard before. With a triple play combination such as STRAUSS-MÜLLER-Phase 4 combined on one lp you are assured of ONE OF THE MOST COMMERCIAL LP's EVER RELEASED.

Stereo: SP 44039

Monro: LL 3342



BIG BAND SPIRITUALS TED HEATH and his music

All God's Children Got Shoes; Nobody Knows the Trouble I've Seen; Deep River; Swing Low; Steal Away; Joshua; Water Boy; Standing in the Need of Prayer; Sometimes I Feel Like a Motherless Child; Old Time Religion; Hold On; Ain't No Study War No More. England's Big Band Boss, Ted Heath has in the past recorded everything from the classics to Latin-American rumbas. Now Ted has turned to the American Negro for inspiration and has come up with an lp featuring the best of the spirituals. Augmenting his regular band with singers and an organ and recorded in brilliant "phase 4", this will be an lp to play again and again. It's Ted Heath at his swinging best.

Stereo: SP 44036

Monro: LL 3325



THE SOUND OF SIGHT

Music for an experiment in imagination composed and conducted by RAY MARTIN

Introduction leading into Overture, and all overture; Westward; Destination Space; A Whale of a Tale; Egyptian Epic; Hoodlum!; Teerker; Carbonic; Flagweaver. Possibly the most commercial record ever produced, this lp provides entertainment in every sense of the word. Basically a spoof on the music written for the movies, this lp features in music and sound effects, moods that "fit" movie plots such as the "Egyptian Epic", the "Great War Story", the "Adult Western", etc. . . . The listener will be amazed at the sound alone (which is stupendous even for phase 4), and be even more awed when he realizes that he can visualize his own story line as he hears the music. Every note is new, yet it all sounds so familiar. To fully understand this lp, read the inside liner notes, and then think about this idea in recordings. . . . It's never been done before, but after this you can be sure that there will be many imitations. Remember, we have it first. SP 44040 stereo only

SAY YOU SAW IT IN BILLBOARD

phase **4** stereo

See your London distributor for
SPECIAL TERMS

Dealers Asked to Sell their Interior Decorator IQ

How's Your "Interior Decorator" IQ? Do you know the difference between French provincial and Italian? Can the two go together in a decorative setting? How will they look with Contemporary or Early American?

What does this have to do with selling a stereo phonograph? Plenty. This year the accent on furniture is stronger than ever. The music-phono dealer who wants to "one-up" his competition has to know something about the way manufacturers are wrapping electronics for the marketplace.

It's not a bad idea. After all, some complete stereo radio-TV-phonos are tagged at the "lower \$1,500 level. For many people, it's a major investment—like buying a late model car. As such, a big-ticket console

becomes the focal point of a living room; sometimes the entire furniture in the room is bought to conform with the styling of the console. This, in short, is one big reason for stress-on-styling in the 1964 lines.

Styings didn't always get such emphasis. In years past, radio-phonographs for sale, if they were styled by engineers. Many of them, in point of fact, were. As a result, set makers and furniture makers were not the furniture manufacturers in furniture design and styling. By the time phono firms caught on to the fact that the public like mahogany, the furniture people were educating the public to lined oak. And when phonographs were finally wrapped in limed oak, the taste had changed to oiled walnut. It was like a checker game in which the mahogany man was always losing. Something had to be done.

Something was done; electronic firms now employ top-drawer designer talent. It is true that, from time to time, one manufacturer or another would hire a big-name designer to style a line. Columbia, for example, once offered "designer pieces" styled by Paul McCobb. But in such a case, the designer wasn't a full-time employee devoting himself exclusively to phono design problems; it was a one-shot promotion. It recognized a problem without really getting to the heart of it. Today, furniture designers have new status in phono manufacture, however. They may not be on the same level as the electronics engineer, but they're considered heavyweight as boosting sales.

Music-phono dealers who visited the summer NAMM Show in Chicago were aware of today's design differences. Gone are the lined-oak boxes with a row of knobs and a square of grille-cloth. Gone are the case goods that looked like a phonograph and could be nothing but a phonograph.

Two major trends are worth noting. The first is the move to design a furniture piece that is meant to function as something other than a radio-phonos—but which has the electronics tucked neatly away. Call it dual-purpose phono furniture. In this category, we find RCA and Philco with desk models. That's actually what they are; you can write on them, file away unpaid bills, etc., or you can listen to them when the mood strikes you. (And why haven't you more of the manufacturers come up with a long-play premium disk titled "Music to Correspond By?"—or something in the vein.

Philco's desk unit, the Model 1700, goes a step farther. As illustrated recently in these pages, it also converts into a table, with the legs and feet on a higher spindle back; you can write on it, sit on it or listen to it. Darned clever, these designs.

In addition, to its desk, RCA Victor again offers a hutch cabinet model. Aside from its usefulness in holding potted plants, books, books, and records, the hutch units have one special advantage. They get the speaker system up off the floor to a more listenable ear level.

There's a rash of coffee-table radio-phonographs this year. They are offered by Sylvania,

(Continued on page 35)

Victor Shoots For Prestige

NEW YORK—RCA Victor stereo will be promoted to higher income groups through a special "prestige" advertising campaign, based on a concert hall theme, according to Jack M. Williams vice-president, advertising and sales promotion, for RCA Sales Corporation.

"We are going to reach those who have the taste for higher priced stereo and fine furniture, the money to buy it, and the sophistication to enjoy all types of music from a fine instrument. This, in short, is one big reason for stress-on-styling in the 1964 lines."

High-priced "Victrola" stereo phones and "top of the line" AM-FM stereo radios will be styled in full grain oiled black and white ads in Harper's, Atlantic Monthly, Saturday Review, Cue, Time, New Yorker, Show, Town and Country, Ebony and Extension. Ads will also appear in national theater and concert magazines in 26 cities for the last month.

(Continued on page 35)

Phono-Range Merchandising

BEST SELLING PHONOS BEST DEALS EQUIPMENT NEWSLETTER

Muntz Stereo Pak and Bel Canto Release Last-Minute Yule Tapes

NEW YORK—Muntz Stereo Pak and Bel Canto are among the pre-recorded tape producers announcing last-minute product releases designed to cash in on the Christmas selling period.

Under the slogan "More Music for Your Money," Bel Canto announced a series of single and twin-pak tapes for December release. Announced were twin-paks by the Smothers Brothers and Faron Young, from Mercury, the first tape release for both acts. In addition, from Mercury, the firm announced material by the Chad Mitchell

Trio, a number of tapes in Mercury's "Great Music Series," a tape version of the hit LP and a twin-pak from the Liberty stable, "The Wonderful World of Martin Denny."

Muntz Stereo Pak, of Van Nuys, California, (not affiliated with Muntz TV) has introduced an extensive series in its special continuous, tape-cartridge line, in prices ranging from \$3.98 to \$24.98, depending on playing time. The year-end comes from such labels as Mercury, Reprise, Philips and Hi Fi.

EQUIPMENT NEWSLETTER

FM Radio Really Catching Fire

By DAVID LACHENBRUCH

(Contributing Editor)
(Editorial Director, Television Digest)

HOW BIG IS FM? Much bigger than many people think. Many dealers, who realize that FM's popularity is increasing and that there are many more models available today than ever before, have no idea of the magnitude of FM's universe.

Some do realize it, of course, and they're quietly plugging away, making a very good thing of it at the expense of those who are virtually ignoring it. This latter group is losing out on the most rapidly growing segment of the home entertainment business.

This column may appear to be getting redundant, sometimes, in its exposure of FM. And I know it is true that there are some areas of the country which are so under-served by FM stations that there's still virtually no market. But the truth is this: FM radio is really catching fire. There's no stopping it now. The aggressive dealer who pushes FM and who demonstrates, can do very well with this high-ticket item.

NOW ALONG COMES a new set of statistics which shows that this year's FM market is at least one million sets bigger than most industry experts thought it was.

This survey, made recently by Television Digest, the weekly industry newsletter for consumer electronics and broadcasting executives, reveals that 1963's FM sales are running a full 60 per cent ahead of last year's and indicates that another rise of at least 25 per cent is in the cards for 1964.

The conclusion of the survey was a "conservative" estimate, that more than five million FM receivers will have been sold in the U. S. this year. This is at least one million higher than the generally accepted 1963 industry FM figure of four million—projected by Television Digest last January.

This figure of five million is seven times the number of color television sets which will have been sold in 1963. It's the equivalent of about one FM receiver—sold this year—for every 11 households in the U. S.

The estimate includes all types of "FM receiving devices" in short, everything which can be used to receive FM broadcasts—from table radios to TV-FM combinations. Here's the breakdown of the 1963 estimates:

Domestically produced "straight radios," including table, clock and portable types, make up the biggest category of approximately 1.7 million sets (up from 1,225,000 sets in 1962). Phonograph combinations which include FM tuners are next, with about 1.5 million units sold compared with 1.2 million last year. The tabulation also includes 400,000 TV-phono combinations with FM (up from 280,000 in 1962), 350,000 high fidelity com-

ponent tuners and tuner-amplifiers (compared with last year's 300,000 and 200,000 automatic FM radios (up from 75,000). In addition there are at least one million imported FM radios and FM combinations—a category which has grown fivefold in the past year.

The grand total for 1963 thus is about 5,150,000 FM sets, up from about 3,280,000 last year, and compared with 2.4 million in 1962, some two million in 1960 and a little more than 1.5 million in 1959.

FOR NEXT YEAR, the publication predicts sales of at least 6.4 million FM receiving devices, with imports showing a larger increase than any other category. The projections for domestic table, clock and portable sets is an 18 per cent rise to two million sets, phono FM combinations going up slightly to 1.65 million, TV combinations unchanged at 400,000, component tuners rising to 410,000, and automobile FM radios to 350,000. Imports are expected to take a 60 per cent jump to 1.6 million.

The most surprising factor in the 1963 figures is the category of imports. It's common knowledge that FM radios have been coming in from Japan in ever-increasing quantities, but the size of the shipments was not generally known because no Japanese FM export figures are released. The new estimates are derived from total Japanese production of FM radio, which are made almost exclusively for export to the U. S., since Japan has no regular domestic FM radio broadcasting.

Those same Japanese sources estimate that as much as 90 per cent of that country's FM radio production is exported to the U. S., the import figure arbitrarily represents 70 per cent of Japanese FM production for the past 11 months and therefore the actual figures could be considerably higher.

WHERE DOES FM STEREO STAND? The survey indicates that fully one-third of this year's five million FM receiving devices, or approximately 1.5 million of them, were equipped for FM stereo. This includes slightly more than one-half of all phono-radio and TV-phono-radio combinations and nearly one-third of the component tuners and tuner-amplifiers. No breakdowns are given for FM stereo table models or imports.

The projection for 1964 envisions only a small gain in percentage, for FM stereo. It is estimated that perhaps between 35 and 37 per cent of FM devices sold next year will be able to receive FM stereo. This works out to around 2.3 million.

While radio has become a more difficult product to sell because of increasing saturation, it's obvious from the new figures that sharply increasing percentage of radio sales is in FM. While total radio sales may well remain a plateau, or even decrease, for the next few years, the proportion of sales represented by FM—with its higher profit margins—seems bound to continue to rise. What this means, in effect, is that radio is gradually changing from a quantity market to a quality market.



Can you afford to sell cheap needles?

Not unless you're independently wealthy, says Hendricks & Miller, Fideltone's Quality Control. Expert and diamond cutter. That slightly higher markup costs you plenty, particularly in customer goodwill. The best way to lose a customer is to sell him a needle that wears out fast and ruins his records. That's why it pays to sell top quality—Fideltone quality. Take a tip from Van Sicker and specify Fideltone—your customers will.

Fideltone, Inc.
Chicago 26,
Illinois

Dealers' Interior Decorator-IQ

Continued from page 34

General Electric, and Magnavox. And there's even a window-

**THE TOP VERSION
THE ONLY VERSION
SINCE 1948
"YOU'RE ALL I WANT
FOR CHRISTMAS"**

(Words & music by Roger Billie & Glen Miller)
Recorded by:
**FRANKIE AVONIA, CHANCELLOR LP
BING CROSBY...DECCA single
FRANKIE LANE...COLUMBIA LP
HUGO WINTERHALL, COLUMBIA LP
EDDIE FISHER...RCA VICTOR single
JOHNIE DEPMOND...HGM single
FRANKIE LANE...MERCURY single
THE ORGAN ORCHESTRA...
...RCA VICTOR LP
and many others.
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**THE LEADER IN THE
OLDIES FIELD**

20



MR. MAESTRO RECORDS
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**A Christmas Classic
Do You Hear
What I Hear?**
by
**Christmas Dinner
Country Style
BING CROSBY**



Their Latest Smash

LITTLE MISS BLUE
c/w
RAINBOW

THE EMOTIONS

20th-Fox Records

**HITSVILLE STRIKES AGAIN,
AND AGAIN, AND AGAIN, AND
"I GOTTA DANCE TO KEEP
FROM CRYING"**
MIRACLES...TAMLA 54009
"WHEN THE LOVELIGHT
STARTS SHINING
THRU HIS EYES"
SUPERB...MOTOWN 1051
"QUICKSAND"
MARTHA & THE VANDALS...
CORO 7023
TAMLA/MOTOWN RECORDS
DETROIT, MICH.

POLY MAX

PRESSINGS ADD A NEW SOUND DIMENSION
You can actually feel this exciting new clarity and presence and this mystical night-music magic.
CREATED BY RESEARCH CRAFT CORPORATION
1011 N. FULLER AVENUE LOS ANGELES 46, CALIF.

seat model—again by Philco. (They can lay claim to being the sit-down-stereo phonograph set-maker in the business.) So many of the phonographs made to look like they're not. The other major trend in consoles is toward lower, lower, lower—the lowboy look. Here, the designer is taxed somewhat harder. Tucking electronics away as an antique, erudite, or even a love-seat is comparatively simple. How do you design a stereophonic radio-phonograph to reflect new attitudes toward furniture per se? The designers have come up with answers—and they are sound.

Typical and good is one from Zenith. Their "Sibelius" model has the long, low contemporary look meant to be appealing to today's young homemakers. But in this unit, they've kissed the grille-cloth good-bye. At either end, the "Sibelius" speakers are concealed behind wood-veneer louvers. Close the louvers and the entire front of the cabinet is a smooth expanse of walnut. The cabinet could be a handsome repository for linens, silver, liquor, or what-you-will. Or it could be a photograph. The point is this: However the cabinet function, it first of all is good furniture design.

The major step toward good design seems to be that of eliminating what we can call—for want of a better phrase—that "grille-cloth look." The louvers in the Zenith set are one solution. (And it's worth noting that the louvers may have another function: The path of the sound can be widened or narrowed by opening or closing the louvers.) Case and rush are popular alternatives. In some cases, grille-cloth is used but, in addition to covering the speaker, as an element in the overall design. Paradoxically, the more grille-cloth the designer uses, the less it is noticed.

One firm—RCA Victor—has produced a film on furniture styling. For dealers (and their salespeople) who haven't seen it, they also have a 16-page magazine on the subject, called "Speaking of Furniture." The preface to the book states that the purchase of a stereo console "is usually made by a husband and wife together."
"Each," says RCA Victor, "represents different buying interests. The man may want to know how the set functions, but the woman is more interested in how the set will look in her home. To close the sale, it's often necessary that you be able to talk intelligently about furniture styles as well as performance."

Dealers, today's path to profit is clear. The next time you see exhibitors of TV, radio, hi-fi and other electronic equipment, the phono department together, think furniture. Think performance—but think furniture, too. That's what the set-makers are doing and they're doing it because they know it's good business.

Victor Prestige

Continued from page 34

of this year and early 1964. Programs at the Metropolitan Opera, Lincoln Center and Carnegie Hall will all carry the ads.

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original story and/or advertisement providing details of each promotion. Please consult these for full information.

MERCURY WING—Expires December 15, 1963. Started October 15, 1963. Sales Order Program. One free with 100 purchased on classical. Pop not included.

CAPITOL—Expires December 24, 1963. Started October 1, 1963. Christmas program. A 15 per cent discount off invoice on all Christmas new releases and catalog items.

LIBERTY—Expires December 25, 1963. Started September 23, 1963. Christmas program. A 10 per cent cash discount off face of invoice on new Christmas and catalog items. A 100 per cent guarantee. Credit returns between January 1 and February 1. Payments: One-half cash January 10 and February 10.

VEE JAY—Expires December 25, 1963. Started November 1, 1963. Christmas special promotion on 4 Seasons "Season's Greetings" album. Buy five, get one free.

PRESTIGE—Expires December 31, 1963. Started October 1, 1963. On Prestige "1000 series," Prestige-Folkies, Lively Arts and True-Sound labels. A 10 per cent discount.

MODISVILLE—Expires December 31, 1963. Started October 1, 1963. A 12 per cent discount on new and catalog items. New Jazz, Bluebird, Near East, Irish and Prestige International labels.

RCA LAMEN—Expires December 31, 1963. Started October 15, 1963. A 12 per cent discount on new and catalog items. Christmas record and tape product. A 100 per cent return privilege.

20th CENTURY-FOX—Expires December 31, 1963. Started October 15, 1963. Christmas program. A 10 per cent discount on eight new and catalog Christmas albums.

REQUEST—Expires January 31, 1964. Started November 1, 1963. Buy 10, get one free on entire catalog and new releases.

REPRISE—Expiration indefinite. Started September 1, 1963. A 12% per cent discount on new releases.

DOVATO—Expiration indefinite. Started May 1, 1963. On all Dovato album product—buy five, get one free.

ORIGINAL SOUND—Expiration indefinite. Started June 25, 1963. Entire LP catalog. Buy 10, get one free. One hundred per cent exchangeable.

COMMAND—Expiration indefinite. Started June 24, 1963. One free for six on new and catalog items.

TAMLA-MOTOWN-GORDY—Expiration indefinite. Started July 15, 1963. Buy six, get one free, on all new releases and entire catalog of all three labels.

WORD—Expiration indefinite. Started September 21, 1963. Package offer of 50 albums unit selected from 24 best sellers. Free display rack and 90-day deferred billing and full return on unopened material at end of 90-day period for dealers.

ROULETTE—Expiration indefinite. Started October 15, 1963. A 15 per cent discount in free merchandise on 11 new albums.

News Briefs...

Charles E. Wolf has been named vice-president in charge of manufacturing at Symphonix Electronic Corporation, according to Max Zimmer, president. Wolf joined the firm last March as director of operations. The 1964 annual High Fidelity Show, originally scheduled for next spring in San Francisco's Cow Palace, has been canceled. Inadequate display space was given as the reason for the cancellation. By James Logan, show director. Logan said the Bay Area Decorators Show, held in conjunction with the hi-fi show in the past, has also been dropped.

Shift of the annual Music Merchants Trade Show, sponsored by the National Association of Music Merchants, from the Palmer House to the Hilton Hotel, Chicago, will make available 20 per cent more space for exhibiting of TV, radio, hi-fi and other electronic equipment, according to executive secretary of the NAMM Bill Gard.

Scott K. Shelton has become plant manager of the Chicago facilities of 3-M's Revere-Wolens Division. Shelton, who started with 3-M in June 1951,

as a personnel trainee, will report to general manufacturing manager J. J. McCarran. C. Gus Grant has been appointed vice-president, operations, of Ampex Corporation. He'll take responsibility for three Ampex divisions: video and instrumentation, marketing and consumer and educational products. Robert Weissman (taken over in Grant's former spot, manager of engineering for the video and instrumentation division).

Ampex has purchased the major assets of Allergi-Tech, Inc., Western division, Burlington, Calif. The maker of printed electronic circuit boards. Allergi-Tech will become the component operations department of Ampex video and instrumentation division and will continue to supply outside customers as well as Ampex own needs. The new man, C. C. Cini, has been named manager of Philco's Consumer Products Division electronic plant in Philadelphia, according to Fred Meredith, general manufacturing manager. He replaces John McDowell, who has been assigned to Meredith's staff.

Disk Distribution

Continued from page 32

and many questions on distribution and promotion of new records. He acknowledged that records logically go to those who give them best exposure, with no apparent changes in sight.

John Meagher feels that this subject should get top billing at the national convention, and will work toward scheduling a panel representing both sides.

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THESE HITS ARE SELLING ACROSS THE COUNTRY

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"I CAN'T STOP SINGING"**
DUKE 370

**AL "T.N.T." BRAGGS
"TAKE A LOOK AT ME"**
RECORDED 1925

**JAMES DAVIS
"BLUE MONDAY"**
DUKE 366

**LITTLE FRANKIE LEE'S
"FULL TIME LOVER"**
PEACOCK 1929

**JOE HINTON'S
"BETTER TO GIVE THAN RECEIVE"**
BRIGHTON 510

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HOUSTON, TEXAS
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Genuine original manufacturers' equipment in all standard and stereo models.

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PHOTOS**

All sizes — portraits — color or black and white. Post cards, mounted photos. It will pay you to see our free mailer and complete order list before ordering anywhere. Write today for new low prices, samples, etc.

MULSON STUDIO
Box 1941 Bridgeport, Conn.

**CUNAY TWITTY
WITH A SWEET HIT SINGLE
"GO ON AND CRY"**
by
"SHE LOVES ME"
(She Don't Love You)
ABC 1007

ABC-PARAMOUNT
FULL COLOR FIDELITY

when answering ads...
Say You Saw It
in Billboard

Chicago Coin Machines Still Operating

By NICK BIRO

CHICAGO—The coin machine business ground to a halt here following the tragic and bizarre series of events connected with the assassination of President John F. Kennedy. Radio and television sets were on almost continuously—from the first announcement of the news on Friday afternoon (22) to the end of the news coverage Monday evening.

Juke boxes and games were shut off as the city's attention turned elsewhere—in first to the tragic scene in Dallas, then to the mournful culmination of that scene in Washington.

A spot check by this reporter of usually festive and carnival Rush Street—the Broadway of Chicago—disclosed an incongruous scene, one only possible because of the even more incongruous series of events which caused it.

Clubs Closed

Night clubs were closed, neon signs were dimmed, taverns were operating—but many only at half pace. Bands and combs

were silent. Friday was the worst evening as people just couldn't seem to even comprehend what had happened.

By Saturday, things picked up a little, but only a little. Monday was even slower as the Washington funeral occupied everyone's attention.

Only on Tuesday did locations start to return to normal and when the return was gradual and deliberate. Juke boxes which had been turned to the wall, were again plugged in, though there was no rush to play them.

No Game Action

Games also were brought out, but again they stood idly by as patrons preferred to sit quietly over a drink and talk, or merely think.

A check with the trade showed that over-all collections were off as much as 50 per cent. The comments of Earl Kline, head of Apex Music Company, large Northwest-side operator, are typical.

"We know for sure collections will be affected—we can

judge by the service calls, they've been nil." Kline said his men were on the street Monday, but none had more than two calls all day.

"Many of the locations had out-of-order signs on the juke boxes," said Kline.

The Chicago juke box operator estimated that close to 80 per cent of his machines were down for the weekend and that his weekly collections would be off from 30 to 35 per cent.

Back to Normal

He felt, however, that this was all temporary and that things would be back to normal within a week or two. Kline said the hiatus wasn't affecting his record buying in any way—"we have to keep new material on the machines regardless, we're going ahead as always."

Asked if he was putting any special material on the juke boxes to commemorate the President's death—such as religious hymns or the like—Kline said "definitely not." He said he didn't think it appropriate to play such material in taverns or lounges, "that's the sort of thing that done in the home."

Joe Kline of First Coin Machine Exchange cut short a vacation in Mexico City because he didn't want to be a kid in the country after what happened.

Kline said his office was closed Monday, and said he thought most of the city's distributors did likewise. "We still can't believe what happened," said Kline. "Our guys are just going through the motions."

"Lost Week"

Kline said with the President's assassination last weekend and Thanksgiving coming a few days later, he had a "lost week" as far as the coin machine business was concerned.

Kline, still visibly shaken by the week's events, said he didn't know how "anyone in his right mind could put a coin into a juke box during the mourning."

He said he hoped he would see his own servicemen who were playing juke boxes for repair purposes, to turn them off. "In another week or two, we'll be

(Continued on page 42)

Mid-South Collections Dip In Tragedy Aftermath

By ELTON WHISENHUNT

MEMPHIS—The music and game business slowed to almost a standstill with operators and distributors in Memphis and the surrounding area grieving over the terrible national tragedy.

In the first few days after the assassination, a spot check of coin machine operators showed collections off more than 50 per cent.

"There is no cause for joy," said Paul Mauceli, owner of Paul's Music Co., at Greenville, Miss. "We are all sickened by this terrible thing."

Billy Harbin, Harbin Amusement Company, Memphis, and Luther Dickens, Dickens Amusement Company, Memphis, said their business was down from 50 to 60 per cent.

Everyone Is Mourning

"No one is playing the phonograph in these sad times," said George Sammons, president of

Sammons-Pennington Company, distributors. "Everyone is mourning."

Alvin Dixon, general manager of S & M Distributing Company, operators and distributors, said business had dropped to its lowest point. On Monday, for example, their busiest day of the week for Mid-South operators to come in for shopping.

Four to Five Weeks

Sammons said he had talked with a number of operators and they believe it will be four to five weeks before business picks up again.

"The people are shocked beyond words," he said. In two or three weeks, he said, the Christmas spending season would be at its peak, with people enjoying their money for Christmas gifts, and it will be January before business will show signs of picking up again.

News Stuns Industry Leaders

CHICAGO—The nightmare news surrounding the death of President John F. Kennedy left everyone with a deep sense of shock and grief. "I can't seem to fully realize what has happened. Because we often associate events with where we were and what we were doing when they happened, Billboard interviewed a number of coin machine industry leaders for their immediate reaction. The comments represent the deep sorrow—and in many cases shame—that people feel.

Robert H. Blumrand, managing director of Music Operators of America. "I was having lunch with George Miller (past-president of MOA) at the Celtic Cafe in the Sherman House (Chicago) when we first heard the news. It took about a half hour for the industry leaders to realize it was impossible for something like this to happen in today's society and for that reason I still can't believe it did happen. I just can't understand or appreciate an irrational act of this type."

Lou Casola, president of Music Operators of America. "I was having lunch at my club when one of the fellows walked in and said, 'The President's been shot.' We didn't believe it until someone turned on the television set and we saw the air. We stayed glued to the set until he died. I was completely horrified. It's a terrible tragedy. Of course, both our club and country are closed Monday."

Les Montooth, president of the Illinois Coin Machine Operators' Association. "I'm probably like a lot of other fellows, I didn't believe it. It

just didn't make sense. I was in the office when someone called to tell us. I thought it might be some sort of bad joke, until I turned on the radio and I found it was true. I didn't think it possible that such a thing could happen in this day and age. One thing I would like to say, I thought the news coverage on everything was excellent—very tasteful. But I'm sure in a haze, it's been kind of a lost weekend for us."

Art Weinand, J. H. Keeney & Company. "We were at the plant when our general superintendent came in. He's quite a kiddier, and he asked me, 'You got a radio?' I said, 'no, why?' He said Kennedy's been shot. I didn't believe it."

"When we turned on the radio and found it was true, we immediately turned on the temple of television sets. Of course, then everybody said he probably wasn't seriously hurt. When we heard he was dead, I was devastated. I don't think there was a soul alive that didn't feel bad. A man with his intelligence and perception wiped out—he could have lived another 30 or 40 years and contributed much."

"Like many people, he was appreciated more in foreign countries than by many people here. I think this is best illustrated by the mass said by Cardinal Francis Spellman at St. John Lateran Basilica in Rome (the Pope's private chapel) and by the Pope's statement that Kennedy will be remembered in the annual mass for prelates. I think this is the first time in history that a layman is included in such a mass. I also am particularly admired Mrs. Kennedy—her conduct was laudible."

Coin Machine OPERATING

MUSIC MACHINE OPERATING • DOUBLE PAID DIKES • RECENT STEREO RELEASES • BULK PENDING

JK Tragedy Makes N. Y. a Ghost Town

NEW YORK—Though few operators here are complaining about most of them have had their worst weekend collections in recent years. Friday's (22) tragedy stunned the metropolitan area, as it did the rest of the nation and the world.

Normally, Friday and Saturday nights are the big money makers for Gotham tavern owners. And these are the evenings that get the heavy juke box and game play.

Taverns and restaurants, open for the most part, served the public in a perfunctory manner. Patrons dropped in for a quick snack, or to bolt down a drink. When they lingered, which wasn't often, they watched the television set. Few were in the mood to play the juke box or coin-operated games.

Ghost Town

Manhattan itself was almost a ghost town through the weekend and on Monday. The Broadway theaters were dark and all organized entertainment—with the exception of the Giants-Cardinals National League foot-

ball game—was canceled through Monday.

While business offices and shops could remain open Monday, few chose to do so. Less than 10 per cent of New Yorkers went to their jobs that day. Most of them stayed home and watched the ceremonies on television.

In the suburbs, collections were a fraction of what they normally would be, weren't the residential areas there, although as hard as Manhattan.

Exceptions

One operator reported that two locations in Forest Hills and Jackson Heights did "very well" over the weekend, but these were the exceptions.

What little juke box play there was generally took place in neighborhood taverns. It was generally a case of the man of the house taking a short break and throwing a couple of dimes in the music machine.

Some of the business (26), things were back to normal as far as juke box and game play was concerned.

Cleveland Juke Boxes Silent as City Weeps

By BOB SUDYK

CLEVELAND—A crack of 21 guns echoed against the concrete and brick walls of the empty heart of this city Monday (25)—the national day of mourning... a lone bugle called into the wake of this diminishing thunder... nothing

moved... there was no other sound... John Fitzgerald Kennedy had left us forever.

John Kennedy, who could turn out hundreds of thousands of Greater Clevelanders whenever he felt like it, kept many thousands more at home at his death...

The city wept. Virtually all of this metropolis' business and industry closed down. Neon lights closed their eyes. Night clubs and cafes, restaurants and movie houses closed their doors. A few remained open but there were few inside...

Juke Boxes Silent

A number of bars remained open but coin operated games and juke boxes remained silent. One bar which served a few patrons honored our departed chief by displaying signs which read over the darkened juke box: "Will remain silent (today) in honor of our departed President—the management."

Most operators in the area reported this experience. The few drink spots that remained open in honor of the normal volume. "But who can be concerned about it at a time like this," said one prominent music man.

Joseph Abraham, president of Lake City Amusement, one of the oldest operators in terms of years, said he was particularly affected everyone's attitude con-

Juke Box Play Ceases as News Unfolds

MILWAUKEE—Juke boxes stopped spinning Friday afternoon when the crushing news of the assassination of President Kennedy flashed over radio and TV sets. For the rest of the weekend Milwaukee's taverns remained some what silent.

"There has been never anything to compare to this type of reaction. Everything halted completely when the news hit. The music stopped and it hasn't started up yet," reported Harold Opitz, Wisconsin Novelty Company, on Tuesday (26) morning. "There has been no gaiety around here for four full days. I don't think any better stop said they had never experienced anything like it. A lot of our locations cater strictly to Negro clients. When they get the news you can bet tavern business is quiet all over. Many of the tav-

(Continued on page 42)

(Continued on page 40)

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator interested in from 100 to 300 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

BE TRUE TO YOUR SCHOOL

BEACH BOYS, CAPITOL 5069

IN MY ROOM

LODDY LO

CHUBBY CHECKER, PARKWAY 890

HOOKA TOOKA

BABY DON'T YOU WEEP

GARNET MURRAY & THE ENCHANTERS, UNITED ARTISTS 458

FOR YOUR PRECIOUS LOVE

I ADORE HIM

ANGELS, SMASH 1854

THANK YOU AND GOODNIGHT

STOP FOOLIN'

BROOK BENTON & DAMITA JO, MERCURY 72207

BABY YOU'VE GOT IT MADE

Recent

STEREO RELEASES

for Music Operators

■ SEEBURG LITTLE LP's

Pop Vocal

NANCY WILSON—Hollywood—My Way....Capitol

Pop Instrumental

ERROLL GARNER—One World Concert.....Reprise
GUY LOMBARDO—Play a Happy Song.....Decca

Jazz/Rhythm & Blues

JIMMY WITHERSPOON/RED WEBSTER—Roots.....Reprise

RED GARLAND QUINTET—

Red's Good Groovel.....Jazzland

All titles listed are custom 33 1/3 stereo singles packaged for the juke box operator. Other packages or record companies may get weekly listings of their product by sending release to Juke Box Reviews, Billboard, 165 W. 40th Street, New York, N. Y. 10006.

German Police Says Players Can Rig Fruit Machines

DARMSTADT, W. Germany—German police report that they have accumulated considerable evidence that it is possible to manipulate vintage fruit machines without actually tampering with the mechanism.

Police studies were undertaken because of the large number of fruit machines placed in U. S. military service clubs in West Germany. The U. S. military is operating under of

2,000 fruit machines in West Germany.

There have been several recent cases in which fruit machines have been milked with uncanny efficiency by a few military club patrons. Two such recent cases involved an ex-GI, Daniel J. Robida, and a military policeman, Private First Class Harry Blackwell.

Police say there is evidence Robida has collected at least \$100,000 from fruit machines throughout Western Europe since 1956. In a demonstration for U. S. and German police authorities here, Robida took \$110 from U. S. military service club machines in 10 minutes.

Authorities say the secret is the way the handle is yanked in older machines. Robida was deported from Germany—not because of his winnings but because he entered the military service clubs, illegally. Blackwell, who rotated back to the U. S. recently, collected \$1,200 in a single session in Augsburg.

Rowe AMI Music
makes pleasant
more pleasant

European Mfrs. Show Off Largest Number of Games Yet

BRUSSELS—European manufacturers are displaying the largest number of new games ever unveiled in a single year at trade shows on the Continent this autumn.

While major attention has been taken by the phonograph producers, the manufacturers of coin games have been in the background against heavy odds to develop an industry competitive with U. S. imports.

The results are beginning to arrive. One of the most impressive exhibits is that of Establishments Rally of Nice, which has been displaying its full line of coin games at trade fairs in France this autumn.

Riviera Headquarters

Establishments Rally is an unconventional manufacturer with the slogan, "When the crowd goes one way, Rally goes the other." To begin, Rally goes against the idea of operating from the Paris area or one of the French industrial districts outside Paris. Instead, Rally believes it is more important to bolster the morale of its working force with a gracious living environment—on the Riviera, at Nice.

From its Nice headquarters, Rally has concentrated on the development and production of

original product in preference to adapting somebody else's product to the French and continental markets.

The French firm produces a pinball, "El Toro"; a target game, "Fast Draw"; and a driving reaction test, Rally France."

Novel Features

The pinball has several novel features; players compete against the score of the players prior to them, the final tally remaining on the board, and free balls can be earned as the game progresses.

"Fast Draw" exploits the universal continental inclination with the American West; the player is the "good guy" who pops up from behind saloon counters and out of stagecoach ambushes.

Rallye France is a realistic driving reaction test, the player drives a simulated sports car on a course fraught with hidden traffic hazards.

This same trend toward the production of sophisticated games competitive with U. S. imports is also gaining in West Germany, the Continent's largest phonograph producer.

Bergmann Effort

The most successful German producer of games is the Th.

Bergmann & Company of Hamburg, which has developed a highly successful target game, Arizona, which is finding a literal world market. Demand for the game is outstripping production, for which new facilities have had to be created. Arizona, which fires lead pellets, is being introduced in the United States by Duncan Sales Company of Cleveland, which has been appointed U. S. national sales agent for Bergmann & Company. Trade experts here give Arizona the greatest chance for success of any postwar German coin machine export to the U. S.

N.S.M. at Bingen is having great success, too, with its reflex reaction test game, a product which has gained the firm considerable favorable publicity in the German press along with brisk sales. The Continent's largest coin machine producer (principally of payout machines) N.S.M. is pressing diversification, and games such as the reaction tester holds great promise for the firm.

Another driving game, "Der Kinetometer," has just been introduced by the Metz-Tiaris firm of Herford and its distribution has been taken over by the firm of Gebhardt, Skriver of Hamburg. Driving games are peculiarly suited to the European temperament at the moment because of the tremendous surge in European automobile production and car ownership by the European masses.

Soccer Games

SATEM of Paris has just introduced a novel high-speed soccer game putting a premium on players' reflexes as well as skill, and Soccidex, also of Paris, is marketing a novel aquatic game, "Tide," where the player is entering his craft through hazard-strewn waters.

All of the new Continental games have this in common: They are technically sophisticated products designed specifically for the European market on the premise that what European producers have accomplished with phonograph development and production they can now duplicate in the game field.

Radio Doctors, Wis. One-Stop, Set for Move

MILWAUKEE—After 34 years in the same location, Radio Doctors has announced that it is moving to a new store on a block away. The new address, after February 1, will be 240 West Wells Street. The store will contain 3800 square feet, can triple the present quarters.

Radio Doctors was founded in 1930 by owner Laz Glassman, at a radio supply and repair shop. It has since grown to be the largest volume retail and juke box one-stop outlet in the city.

According to Manager Stu Glassman, plans call for retaining primary emphasis on phonograph records and the retail and one-stop trade.

"We wanted to remain downtown because we feel that this is the heart of the city. Now we will be even more centrally located than ever."

EUROPEAN NEWS BRIEFS

Push for Factual Ads

ZURICH—The Swiss trade organization, Association de la Branche Suisse des Jeux d'Appareils (ASA), is pressing a campaign against unethical coin machine advertising.

ASA is seeking to enforce an iron rule of strict factual advertising. The code of ethics just issued by the association provides that:

Advertising may contain no exaggeration and no slighting reference to competing equipment; the use of box numbers for the answering of advertisements is proscribed; ASA members selling equipment are obliged to ensure that the equipment sold is not sited at a location already occupied by another ASA member.

Clean Up Semantics

PARIS—France's trade association, Federation Francaise des Professionnels de l'Automate (FFPA) is requesting the cooperation of customs, regulatory and law-enforcement agencies in cleaning up coin machine semantics.

A survey submitted by the authorities is incorrectly referring to pinballs as "machine a sous," a term applied to machines operated illegally pre-war. The term implies, furthermore, that the operator of the machine is lacking in scruples, according to the complaint.

A survey submitted by the FFPA to French authorities shows that pinball and other amusement machines are now operating in some 1,200 French villages and towns.

Play Up in Naples

NAPLES—Libya's oil boom is booming coin machine exports from Naples to the former Italian colony, and the thriving Libyan coin machine business

is helping consolidate this port's position as a new crossroads of Mediterranean shipments.

In 1963, to date, some 250 pinball games have been imported from Naples to Libya compared with only 50 for all of 1962. Moreover, exports from Naples to other Mediterranean countries, including the Middle East, have increased 22 per cent in the last year.

This is because the volume from the Libyan trade has now reached proportions ample to stimulate general trade interest in the possibilities of Naples as a coin machine export center.

The bulk of the machines shipped from here are in fact transshipments of U. S., West German and French equipment.

Greek Imports on Rise

ATHENS—The song "Never on Sunday" is credited with Greek trade sources with having spurred the present modest pinball industry boom here. Trade ministry statistics show that imports of new machines have jumped 35 per cent in the last year.

Part of this increase is accounted for by the replacement of vintage equipment, but part also is credited to the interest in Greek popular music touched off by the "Never on Sunday" song. Greek juke boxes, according to a large dealer, are currently programmed with 85 per cent domestic music, most of it folk songs packaged in a pop format since the success of "Never on Sunday."

Invitation Records

BINGEN, West Germany—N.S.M., the big German coin machine manufacturer, has applied for patents on a phonograph "self-advertising" system. The N.S.M. system permits the tall phonograph to "sell on its own" to itself through the (Continued on page 41)

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CABINET NOW AVAILABLE
IN METAL OR SOLID OAK

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AT A TERRIFIC LOW PRICE

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NY Coinmen Seek Support For Cardinal Spellman Club

NEW YORK — For the 10th successive year, The New York coin machine industry is sponsoring a drive to support the Cardinal Spellman Servicemen's Club, a non-sectarian organization which plays host to more than 15,000 servicemen here each month.

Head of the club is the Very Rev. Msgr. John P. Kelly, who

has worked closely with coin machine industry leaders in charitable efforts for the last decade.

On the sponsoring committee are Al (Senator) Bodkin, Al Denver, Abe Fish, Tom Greco, Irv Holzman, Harold Kaufman, Millie McCarthy, Mike Mulgrew, Meyer Parkoff, Carl Pavesi, Al Simon, Aaron Stern-

field, Barney Sugarman, and Marty Touby.

Operators are asked to send their checks to the Cardinal Spellman Servicemen's Club, 487 Park Ave., New York 22, N. Y.

Chicago Coin's Spotlight Is Played Without Pins

CHICAGO—Chicago Coin's Spotlight six-player shuffle alley, allows players to "shadow bowl," just as the pros do in actual tournament sessions. The game is played without any pins on the playfield with the player aiming at a "strike spot" on the lane. If the strike is missed, a "spare-like arrow" make his spare pick-up.

The spare-like feature was previously available only on Chicago Coin's big bowling alley. Besides "Spotlite," Chicago Coin's new play features

such games as "Regulation," "Flash-O-Matic," "Dual Flash-O-Matic," "Step-Up" and "Add-A-Frame."

Step-up is a high-scoring game where the value of strikes and spares increases in value from frame to frame. Players can win extra frames—one, two or three—in Add-A-Frame.

The game has been completely redesigned and has modernized back-glass, playfield, ball, and front. Steel cash box and flip-up football are among servicing features.

EUROPEAN NEWS BRIEFS

• Continued from page 38

playing of self-promotion records.

A disk can be played automatically whenever the machine is silent inviting patrons of the

location to play it, or self-promotion disks can be played on the machine by a remote control device by the location management.

The system is designed to cope with the fact that otherwise playable machines are simply "overlooked" by location clientele with their minds on other things.

150 at Fete

BREMEN—Nordwestdeutscher Automaten-Verband of Bremen is observing the 10th anniversary of its founding. The Bremen operators association has grown from 20 members to nearly fivefold that number.

The 10th anniversary celebration was attended by 150 members and guests. President Heinrich Luejke recalled that when the first phonographs appeared on the German scene a decade ago there was great skepticism whether the Germans "would pay money to hear music."

Guests included President Hasso Loeffler, of the Central Organization of Coin Machine Operators (ZOA); attorney Hans Odenhall, ZOA's general manager; Paul Damm, chairman of the Bavarian operators' association; Inno Tauscher, chairman of the Lower Saxony operators' association; and Carl-Heinz Wendt and Dr. Werner Hillert, chairman and vice-chairman, respectively, of the Hamburg operators' group.

Lyndon Durant

Loses Tax Suit

CHICAGO—Lyndon A. Durant, owner of United Manufacturing Corporation, last week lost his appeal to the United States Court of Appeals on an income tax evasion conviction.

Durant's attorney said he will appeal to the United States Supreme Court or ask a rehearing in the appeals court.

Durant was sentenced in 1962 to 60 days in jail and was fined \$15,000 for evading \$142,714 in taxes on \$620,939 of income from 1954 through 1956. The United executive is free on \$1,000 bond.

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Clean, working. Not shipped... \$135

Terms: 1/3, Dep. Bal. C.O.D.
or Split Order.
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UNITED NAMES CHIEF ENGINEER

CHICAGO—Bob Jones, long-time engineer at United Manufacturing Company, was named chief engineer for Midway Manufacturing Corporation last week, part of an overall expansion program by the firm. Henry Ross, Midway head, said the Jones appointment would enable the firm to carry out a substantial increase in its present production as well as a diversification program for the future. Jones was with United 14 years, most of that on the staff of Universal Industries.

Chicago Coin

• Continued from page 37

back to normal, but now is no time for bureaucracy," said Kline.

A. J. Singer One-Stop, Fred Spiora said that most of the operators he had talked to said that collections were badly off. The weekend is usually the time for the juke boxes to make money, but this past weekend most were shut off completely.

Spiora noted, however, that the boycott hadn't affected operator buying—so far. He said, however, it might be too soon to tell.

"So far, the operators feel they still need new material, and they're coming in as always," Spiora said.

LOOK TO ROSEN FOR MORE IN 1964

Order These
Specials Today
From the
World's Largest
Inventory
Complete and Ready To Go

MUSIC

	Each
1 AMI E-80	\$5.00
2 AMI E-120	95.00
2 AMI F-120	175.00
2 AMI G-120	195.00
2 AMI G-200	195.00
2 AMI H-100	275.00
2 AMI H-120	325.00
2 AMI H-200	350.00
2 AMI F-120	395.00
2 AMI F-200	395.00
2 AMI F-120	475.00
2 AMI F-200	495.00
2 AMI K-120	575.00
2 AMI K-200	575.00
2 AMI Lyric	575.00
2 AMI Cont. F-200	595.00
2 AMI Cont. K-200	675.00
4 Seeburg R's	295.00

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WIRE—PHONE—WRITE TODAY

Send for Complete Lists From

World's Largest Inventory

ARCADE—GAMES—RINGS

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Bally Introduces Motor To Standardize Games

CHICAGO—A new Bally motor designed to standardize games and expedite international trade on used equipment was introduced by the large U.S. game manufacturer here last week.

The motor will operate on either 60 or 50 cycles and will be standard equipment on all Bally flipper-type games, starting with the firm's current Hootenanny model.

Bally is also providing as standard equipment its universal transformer may be used with either 115 or 220-240 volts current supply.

Both the universal motor and universal transformer may be used in earlier Bally flipper-type games and will be available for

Bally bingo games in the near future.

Bill O'Donnell, Bally sales manager, said that replacement of motor and transformer on overseas shipments will no longer be required. O'Donnell said the change was made because of the increasing world-wide demand for Bally games, and would expedite international trade in Bally used equipment.

Ark. Operator Dies

PINE BLUFF, Ark.—Chester Baker, owner of Baker Music Company and veteran operator of 25 years, died Friday (22) of a heart attack. He left his wife and a son, 17, who is a high school senior.

Juke Box Play

• Continued from page 37

erns we service closed shut until after the President's burial."

According to Sam Hastings, Hastings Distributing Company, president of the Milwaukee Phonograph Operators' association: "We haven't had time to completely evaluate the drop-off. But, we know our take fell at least 25-50 per cent below normal."

"Our best barometer is the number of service calls we receive over a given period. Saturday, we had one service call; not a single call came in on Sunday, and on Monday, only one location called in for juke box service. Normally, we expect several dozen service calls during the weekend. From what other operators tell me, they all experienced the same decline in business that we did. It was noticeable all over the area. Tavern business was hit hard, and so was the coin machine industry."

distinctive new ROCK-OLA Capri II

100 play stereo monaural phonograph with optional full dimensional stereo!



Model 4145

Plus—these big new top profit features:

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PUT THIS PROFIT PROMOSER TO WORK FOR YOU NOW

Look to ROCK-OLA for

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LOWEST PRICES IN THE COUNTRY

NEW A.M.I. — Gettins — Irving — Valley — Armstrong — Fischer — Williams — Kenney — Bally — Chicago Coin — Tucke — All-Text — Standard Change — Galt Vendors.

MUSIC

A.M.I.	Seeburg
1 E-120	1 15-Cal. Cigarette
1 F-120 Sel.	1 B-200 Coffee
1 G-120 Sel.	1 DuBrainer
1 H-120 Sel.	1 20-Cal. Cigarette
1 I-120 Sel.	1 4-Cal. Pastry
1 J-200 Sel.	1 4-Cal. Cigarette
1 K-120 Sel.	1 4-Cal. Cigarette
1 L-120 Sel.	1 4-Cal. Cigarette
1 M-120 Sel.	1 4-Cal. Cigarette
1 N-120 Sel.	1 4-Cal. Cigarette
1 O-120 Sel.	1 4-Cal. Cigarette
1 P-120 Sel.	1 4-Cal. Cigarette
1 Q-120 Sel.	1 4-Cal. Cigarette
1 R-120 Sel.	1 4-Cal. Cigarette
1 S-120 Sel.	1 4-Cal. Cigarette
1 T-120 Sel.	1 4-Cal. Cigarette
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1 FT-120 Sel.	1 4-Cal. Cigarette
1 FU-120 Sel.	1 4-Cal. Cigarette
1 FV-120 Sel.	1 4-Cal. Cigarette
1 FW-120 Sel.	1 4-Cal. Cigarette
1 FX-120 Sel.	1 4-Cal. Cigarette
1 FY-120 Sel.	1 4-Cal. Cigarette
1 FZ-120 Sel.	1 4-Cal. Cigarette
1 GA-120 Sel.	1 4-Cal. Cigarette
1 GB-120 Sel.	1 4-Cal. Cigarette
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1 GX-120 Sel.	1 4-Cal. Cigarette
1 GY-120 Sel.	1 4-Cal. Cigarette
1 GZ-120 Sel.	1 4-Cal. Cigarette
1 HA-120 Sel.	1 4-Cal. Cigarette
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1 HK-120 Sel.	1 4-Cal. Cigarette
1 HL-120 Sel.	1 4-Cal. Cigarette
1 HM-120 Sel.	1 4-Cal. Cigarette
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1 HS-120 Sel.	1 4-Cal. Cigarette
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1 HU-120 Sel.	1 4-Cal. Cigarette
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1 HX-120 Sel.	1 4-Cal. Cigarette
1 HY-120 Sel.	1 4-Cal. Cigarette
1 HZ-120 Sel.	1 4-Cal. Cigarette
1 IA-120 Sel.	1 4-Cal. Cigarette
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1 IG-120 Sel.	1 4-Cal. Cigarette
1 IH-120 Sel.	1 4-Cal. Cigarette
1 II-120 Sel.	1 4-Cal. Cigarette
1 IJ-120 Sel.	1 4-Cal. Cigarette
1 IK-120 Sel.	1 4-Cal. Cigarette
1 IL-120 Sel.	1 4-Cal. Cigarette
1 IM-120 Sel.	1 4-Cal. Cigarette
1 IN-120 Sel.	1 4-Cal. Cigarette
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1 IR-120 Sel.	1 4-Cal. Cigarette
1 IS-120 Sel.	1 4-Cal. Cigarette
1 IT-120 Sel.	1 4-Cal. Cigarette
1 IU-120 Sel.	1 4-Cal. Cigarette
1 IV-120 Sel.	1 4-Cal. Cigarette
1 IW-120 Sel.	1 4-Cal. Cigarette
1 IX-120 Sel.	1 4-Cal. C

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SPOTLITE

ALL NEW PUCK BOWLER

New

SPARE-LITE Feature! First Time Ever on a Puck Bowler! Directional Arrow on Playfield "LIGHTS-UP"—Showing Player Where to Aim to Pick-up Every Spare!



New

SPOTLITE Skill Game! First Time Ever on a Puck Bowler! Plays without visible pins. (Pro's call it out "shadow bowling"). Player aims for "shadow bowling". Strike "Spot"—if Strike is missed, "Spare-Lite" directs aim for Spare!

New

STEP-UP High Scoring Feature! The Strike and Spare scores ADVANCE and CHANGE IN VALUE by frames!

New

ADD-A-FRAME Feature! Flashes on surprise EXTENDED play of 1 - 2 or 3 EXTRA frames at finish of 10th frame!

Rear scoreframe goes all the way to floor

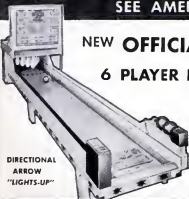
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- New Formica hand rails!
- New Modern design cabinet with "Flip-up" bulb-replacement hood-panel!
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- Bright new color combination!
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Billboard Photo Gallery OF NEWSMAKERS



WINTRY TRIO: Mercury's Pixies Three are prepared for the coming season with their single, "Cold Cold Winter." Girls are (left to right) Midge Ballinger, Kaye McNeal and Debbie Swisher.



DEAN AND FRIENDSHIP TREE: Jimmy Dean (right) and Dr. James E. Perkins, managing director of National Tuberculosis Association, help decorate the Friendship Tree with cards decorated by its viewers with Christmas seals.



CANNON TO WARNER BROS.: At signing of exclusive recording contract with Warner Bros., vocalist Freddy Cannon is surrounded by (left to right) Ed Abramson, George Lee, Mike Mullend and Felix Ziffer.



RUBINSTEIN IN MADRID: At Ramon's International Airport, Arthur Rubinstein is greeted by RCA's manager, Bill Coran. Rubinstein gave two concerts in Spain.



AT THE MOVIES: In Spain, Dion DiMucci and his wife Susan watch "SS Days in Peking" with Billboard's man in Madrid, Raul Mateu.



CASH IN DUBLIN: During Johnny Cash's first Irish tour he was entertained by (left to right) Tam Castella, manager of Dublin's Crystal Ballroom, and Phil Minton and Tam Monahan, both of Irish Record Fethers, Ltd. Johnny is shown second from left.

TAPP'S ON TV: Brunswick's pretty Demetria Tapp, on promotion tour for latest single, "Lipsick Paint a Smile on Me," visits Baltimore TV personality Buddy Deane.



GARY IN HOME TOWN: RCA Victor's John Gury, on promotion tour for first LP, "Catch a Rising Star," chats with the Walker brothers, Henry and Ted, who distribute for RCA Victor in New Orleans. Gury's home town.



BRITISH DON'T FORGET HIM: Follow-up to Bobby Rydell's British-made hit, "Forget Him," is cut in Pye studios in London. At session are (left to right) composer-a.k.a. man Tony Hatch; Bobby, and his manager, Frankie Day.

Watch them soar!!!

"GLISSAMBA" RAY BRYANT SUE 800

"WHO'S GONNA TAKE CARE OF ME" BABY WASHINGTON SUE 797



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